THE MORAL VALUES REFLECTED IN WILLY LOMAN
AS THE MAIN CHARACTER OF
ARTHUR MILLER’S DEATH OF A SALESMAN

AN UNDERGRADUATE THESIS

Presented as Partial Fulfillment of the Requirements
for the Degree of Sarjana Sastra
in English Letters

By

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ENGLISH LETTERS STUDY PROGRAMME
DEPARTMENT OF ENGLISH LETTERS
FACULTY OF LETTERS
SANATA DHARMA UNIVERSITY
YOGYAKARTA
2007
A Sarjana Sastra Undergraduate Thesis

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Dr. Fr. B. Alip, M.Pd., M.A
A TRUE WARRIOR DALES TO
STARE THE SADNESS OF LIFE AND
FACE TO SEE THE BLOOD
THAT DRIPS THERE.
—OSCAR MATULOH—

The Best Years of Your Life are
the Ones in which You Decide
Your Problems are Your Own.
You Realize that You Control Your Own Destiny.
—ALBERT ELLIS—
This undergraduate thesis is dedicated to:

My beloved parents

and my beloved brother
ACKNOWLEDGEMENTS

First of all, I would like to thank Jesus Christ and the Holy Family in heaven for their love and guidance, not only when I try to conduct this thesis but also when I am in discouragement in some troubles through all these years. More than that thank you My Lord Almighty for giving me the best day of my life. I believe and I put all of my life on You that I am just nothing without the blessing.

For my beloved father Mardi Yuwono and mother Bernardien Retno Sulistyow Wardhani, I would like to express my deepest gratitude for all your sacrifices in many things so that finally I could finish this thesis. Thank you for your love, support, prayer and patience. Also for my dearest brother, Oktavianus Yudi Fajarianto Wibowo, thank you for all your kindness and patience to remind me to finish this thesis.

I do believe I would never have conducted this thesis without the help from my lecturers. I am very indebted to my advisor as well as my co-advisor, Drs. Hirmawan Wijanarka, M. Hum and Dra. Th. Enny Anggraini, M.A., for being kind, patient, helpful, and giving opportunity in accomplishing my thesis. Thank you very much for your assistance, advice, and the most impressive thing for me, your patience to guide me during the writing of this thesis.

My gratitude goes to all my lecturers who have shared their valuable knowledge to me during my study. Also for all staff in the secretariat of English Letters, especially mbak Niek, I thank you for your help concerning with the administrative affairs.
Last but not least, special appreciation also goes to Mpu Gandring’s family and all buddies in Gandaria House for the nice shelter during my finishing this thesis and also special to Silvia Adie Kusuma for the patient and motivation, supporting me every single day, “life will find the way”, I love you. I owe all my friends I can not mention all: Deny ‘bonex’, Claudius ‘poki’, Rio ‘brain’, Sri ‘west’ Gunawan, Andre ‘simbah’, Rizky ‘bonano’, Sinyo, Yulian ‘bobo’, Estu ‘babe’, Hendrique, Afi ‘nofx’, Mita ‘mitul’ in the middle of nowhere, Ira, Lina, Raulina, Rina, Ika ‘papua’, Andry ‘00’, Tata ‘The Dentist’, Hillarius Yan Kristiarto, Robertus ‘jekek’ Susetyo, Tejo Surono, Momentya Irsha Emeralda, Orchita Shafira, Sounds Of Independence, A Mild Live Production, all my guys of 98ers & 97ers, my white ponies: thanks for the rides. With all my heart, I thank you for spending your valuable time when I need you guys. I love you.

Stefanus Yudianto Widisatriyo
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>TITLE PAGE</td>
<td>i</td>
</tr>
<tr>
<td>APPROVAL PAGE</td>
<td>ii</td>
</tr>
<tr>
<td>BOARD OF EXAMINERS</td>
<td>iii</td>
</tr>
<tr>
<td>MOTTO PAGE</td>
<td>iv</td>
</tr>
<tr>
<td>DEDICATION PAGE</td>
<td>v</td>
</tr>
<tr>
<td>ACKNOWLEDGEMENTS</td>
<td>vi</td>
</tr>
<tr>
<td>TABLE OF CONTENTS</td>
<td>vii</td>
</tr>
<tr>
<td>ABSTRACT</td>
<td>x</td>
</tr>
<tr>
<td>ABSTRAK</td>
<td>xi</td>
</tr>
</tbody>
</table>

## CHAPTER I : INTRODUCTION

A. Background of the Study                        1  
B. Problem Formulation                           5  
C. Objective of the Study                        5  
D. Definition of Terms                           5  

## CHAPTER II : THEORETICAL REVIEW

A. Review of Related Studies                     7  
B. Review of Related Theories                    10  
   1. Theory of Character and Characterization    10  
   2. Theory of Moral                             14  
   3. Relationship between Literature and Moral Value    21  
   4. Relationship between Literature and Psychology   23  
   5. Theory of Mental Disorder                   24  
   6. Theory of Suicide                            27  
C. Theoretical Framework                         29  

## CHAPTER III : METHODOLOGY

A. Object of the Study                           31  
B. Approach of the Study                        31  
C. Method of Study                              32  

## CHAPTER IV : ANALYSIS

A. The Characterization of Willy Loman           34  
B. Moral Lesson as Reflected in Willy Loman       47  
   as the Main Character                        47  
   1. Thinking positively is a great concern      47  
   2. Being full of spirit may help everything    50  
   3. Remembering the past is not always good    52  
   4. Having a big ambition may support life      56  

viii
<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHAPTER V : CONCLUSION</td>
<td>62</td>
</tr>
<tr>
<td>BIBLIOGRAPHY</td>
<td>65</td>
</tr>
<tr>
<td>APPENDIX : SUMMARY OF THE PLAY</td>
<td>68</td>
</tr>
</tbody>
</table>
ABSTRACT


Death of a Salesman is one of Arthur Miller’s plays which tell about an old man named Willy Loman, who meets many failures within his life. The writer is interested in analyzing the moral values through psychological aspect of the main character namely Willy Loman.

The writer chooses to analyze the moral values in the play Death of a Salesman because by reading the play, the writer is interested in the characterization of major character and in how the major character reflects some moral values, which are very important and can be learned in human’s daily life, moreover in recent days.

There are two main problems raised based on the analysis of the play. The first is related to characterization. The writer focuses on the way the author describes the main character. The second problem has a purpose to reveal the moral values that are reflected by the main character.

The approach used in analyzing the problem is the psychological approach. Besides some theories of character and characterization, the moral theories are applied to solve those two problems of the thesis above. Library study is the method to help to finish the thesis.

Based on the analysis, the writer gives conclusion to answer the questions. The main character does some moral actions identified by the writer as moral values. The main character shows that confident, full of spirit and ambitious are moral values that can lead human to find the meaning of life. From the main character, it is revealed that this play contains moral messages about life and living; life for himself and live for his family. Although sad ending ended the play, the most valuable thing that the writer found in the main character is he loves his family much.
ABSTRAK


Death of a Salesman merupakan salah satu karya drama dari Arthur Miller menceritakan tentang seorang tua bernama Willy Loman, yang memiliki banyak kesalahan dalam hidupnya. Penulis tertarik dalam menganalisa nilai-nilai moral melalui aspek psikologis dari Willy Loman, pemain utama.

Penulis memilih untuk menganalisa nilai-nilai moral dalam drama Death of a Salesman karena dengan membaca drama tersebut, penulis tertarik pada penokohan dari pemain utama serta bagaimana tokoh utama tersebut merefleksikan beberapa nilai-nilai moral yang sangat penting untuk dipelajari dalam hidup keseharian terlebih pada saat sekarang ini.


Pendekatan yang digunakan dalam menganalisa permasalahan adalah dengan pendekatan psikologis. Disamping beberapa theori tentang tokoh dan penokohan, teori moral juga digunakan untuk memecahkan dua pokok permasalahan. studi kepustakaan adalah metode untuk menyelesaikan skripsi ini.

Berdasarkan analisa, penulis memberikan kesimpulan untuk dapat menjawab pertanyaan. Tokoh utama melakukan beberapa aksi moral yang teridentifikasi oleh penulis sebagai nilai-nilai moral. Tokoh utama menunjukkan bahwa kepercayaan diri, semangat yang membara dan sikap ambisius merupakan beberapa pesan moral yang dapat menghantarkan manusia untuk menemukan arti hidup. Dari tokoh utama tersebut, terlihat bahwa pesan moral tersebut berhubungan dengan hidup dan kehidupan, hidup untuk dirinya sendiri serta hidup untuk keluarganya. Walaupun cerita berakhir dengan kesedihan, hal yang paling bernilai yang penulis temukan adalah bahwa tokoh utama sangat mencintai keluarganya.
CHAPTER I
INTRODUCTION

A. Background of the Study

Literature is written to be understood and enjoyed. It will make life less tedious and one will feel that the hours pass more quickly. By reading it carefully, one can broaden, deepen, and sharpen his awareness of life and its problem (Perrine, 1974: 3). When one reads a literary work, he can learn not only about the literature itself but also others such as historical events and social issues. By understanding a literary work, one is able to expand his minds or refine his sense of life. Therefore, analyzing literary works means revealing the complexity of life itself.

According to Rohrberger and Woods, there are four modern literary genres. They are the short story, the novel, the poem, and the play or drama. Each genre has its own form (1971: 19). The short story is a piece of short fiction, usually in prose; and it deals with a single character in a single situation at a single moment in time. The novel is also a piece of prose fiction, but its length is greater than the short story so that it deals with more characters and more situations. And the play or drama is a literary work, which is written to be performed on stage.

In this paper, the writer is most interested in analyzing drama for two reasons. Beside drama or play is a kind of a representation of life through action and dialogue, it also can be performed on stage as an entertainment. Reaske says “a drama is a work of literature or composition which delineated life and human
activity by means of presenting various actions of and dialogues between a group of characters” (1966: 5).

There are two basic kinds of drama or play: comedy and tragedy. Comedy is “the kind of drama that entertains us and makes us laugh. Its main characters are often ordinary people who does not frighten or fill us with awe” (Guth and Shnider, 1981: 586). While tragedy is the opposite of comedy. According to Guth and Shnider, tragedy is “a play in which the central character, or protagonist is a great or admirable person who goes down to defeat” (1981: 585).

While in Chapter six of Aristotle’s *Poetics* (as translated by S.H. Butcher) defines tragedy as

an imitation of an action that is serious, complete, and of a certain magnitude; in language embellished with each kind of artistic ornament, the several kinds found in separate parts of the play; in the form of action, not of narrative; through pity and fear affecting the proper purgation of these emotions (Rohrberger, 1971: 50).

In this study, the writer chooses tragedy as the topic of the analysis, because I am interested in some elements of it. In tragedy the main character’s intention to achieve his goals is ruined by his own flaw which brings on his downfall. Besides, a tragedy produces a feeling of pity or compassion for the main character’s suffering. As Bolton notes tragedy is a play with a *sorrowful* ending, usually at least one death. The central character, according to Aristotle—and this still often holds—is a person of admirable character and important position who is ruined by some one flaw of character. And important feature of true tragedy is that we are left with a sense of the greatness of man as well as of *suffering* involved in human life (1960: 147).
Here, the writer chooses a tragedy of Arthur Miller’s \textit{Death of a Salesman}. In this American play, Willy Loman, the main character of the play, kills himself exultantly. He commits a suicide because he aware that he cannot fulfill his dream.

\textit{Death of a Salesman}, written by Arthur Miller, is the best American plays ever written and a successful twentieth century tragedy with a tragic-I hero (Hayman, 1970: 27). The writer is very interested in analyzing \textit{Death of a Salesman}, which won the New York Drama Critics Circle Award, the Pulitzer Prize, and the Antoinette Perry Award, because after reading this play the writer finds out that the play reflects social values of the society.

Rene Welleck and Austin Warren also say that “Literature can be seen as a document that records social reality where the author himself is the member of that society” (1956: 102). It can be said that since an author is a member of society, we sometimes find a literary work, which is a result of deep understanding of the author toward social issues in society.

Through his work, an author can express his thought, his feeling of life, even sometimes and his criticism of values in the society. In this case, however, it does not mean that the writer wants to emphasize that all literary works reflect social reality as a whole, but some literary works may reflect a part of social reality, such as the social situation or social values of a society.

\textit{Death of a Salesman} is a twentieth century play. The writing of that play was in the postwar years, the time after World War II. It began in the winter of 1946 and finished in the spring of 1948. This play, then, was produced on
February 10, 1949. The play takes place “today” as it is written in the stage direction. Because the play’s premiere was in 1949, the writer believes that the play’s setting of time was in 1949, a time in the postwar years. There are some details in the play, which show details of life in 1949. They are the brand names of the household appliances, Biff’s football game at Ebbets Field (a baseball stadium where the Dodgers played, long gone from Brooklyn), and the price of dinner in the restaurant ($1 for a specially prepared lobster) (Williams, 1984: 24). With all those facts the writer believes that the play reflects the issues in the American society that is values in postwar years, the time after World War II.

In the postwar years during which the Death of a Salesman was written, the American economy grew unparalleled that was caused by the increase in the birth rate and the military spending. Under such conditions, the writer believes that there existed some values, which are held by the Americans, namely competition, hard work, and materialism. Also, the writer believes that those values, then, are reflected on Miller’s play, Death of a Salesman, especially those values is clearly reflected on the main character of his play who is Willy Loman.

By knowing that fact, which becomes the most interesting reason of choosing this subject, the writer tries to find out and to describe the main character’s characteristics. Also, the writer wants to find out how the moral values reflected in the main character of the play that reflected on the characteristics of the main character.
B. Problem Formulation

Based on the background of the study stated above, the writer would try to answer these questions:

1. What are the characteristics of Willy Loman as the main character of the play?
2. What are the moral values that Willy Loman reveals in the play?

C. Objective of the Study

As the problem above has been formulated, there are some objectives to be achieved. Firstly, find out and describe the main character’s characteristics, which are observed the action, attitude and behavior of Willy Loman to know what kind or personality he is. Secondly, the analysis tries to explain the moral values through psychological factors that revealed in Willy Loman as the main character in *Death of a Salesman*.

D. Definition of Terms

To avoid confusion and differences in understanding some words, the writer wants to define some terms that are closely related to this paper. It is also to make everything clear because each person may have his own interpretation and understanding about certain terms used in this paper.

The first term needs to be defined is character. According to Abrams, character is “the person presented in a dramatic or narrative work, who is interested by the readers as being endowed with a moral and dispositional quality,
that are expressed in what they say in the dialogue and by what the do by the actions” (1981 : 20)

Then, the main character is the most important character in the story. It can be the center of the story. Usually, the acts of the story are focused to this character from the beginning to the ending parts.

According to E.M. Forster that is summed up by Perrine, in proportion to the fullness of their development, the characters in a story are relatively flat or round. The flat character is characterized by one or two traits; the characters can be summed up in a sentence. The round character is complex and many-sided; the character might require an essay for full analysis (1974 : 69)

Garnett says that the term “moral” is based taken as an exact synonym of “ethical” (1952 : 14). However, he emphasizes the differences between moral and ethical. The only distinction is that one refers to theory and the other to practice. Ethics is defined as “the theory of obligations and duty”, and morality as “the practice of obligation or duty”, or more specifically, “conduct in accord with existing obligations”.

The noun “values” is derived from the Latin verb valere, means “to be strong” or “to be worth”. Contemporary Dictionary, says Hammes, defines it as the quality or fact of being worth while, excellent useful, or desirable. As a transitive verb, to value generally means “to rate highly, to hold in high esteem, to regard as important or significant” (1978 : 237).

So then, moral value is the fundamental principles of right conduct rather than on legalities or custom of a society toward which the people of the group have an affective regard.
In this chapter, the study is focused on some comments of the critics on the play and some theories relating to the issue of moral values and its correlation with human dignity which is the topic of this study.

**A. Review of Related Studies.**

Arthur Miller was born in New York on October 17, 1915, was one of the American playwrights after World War II. He wrote fifteen plays. Among the plays, *Death of a Salesman* (1949) is considered as Miller’s greatest play. According to Edward Murray, as quoted by Stanley Hochman, *Death of a Salesman* brings the awareness of the ills of American civilization (1984:386). Murray explains further that moral and personal weakness is responsible for the ills. However, through this play, Arthur Miller shows his belief in the dignity of human being. *Death of a Salesman* also contributes to the creation of the concept of common man as the tragic hero. If in the classic tragedies, tragic hero is people of high rank with great deeds such as king and prince, in *Death of a Salesman* common man become the ‘tragic hero’. So, here the writers conclude that in the drama of tragic hero, everyone can relate to become such a suffer man.

Quoting Arthur Miller, Barranger shows the dignity and worthiness of the ordinary individual in modern plays (1990:342). Willy Loman, a main character of the play, is a tragic hero although he is just a traveling salesman; not a noble
man of great deeds. It is Miller’s contribution to the modern drama in particular and to the literature in general.

Most of the critics of the play focus greatly on the character of Willy Loman to derive the theme. According to Overbeeke & Schippers, the theme of the play is the American (and no longer exclusively American) ideal of superficial success (1965:262). All his life, Willy Loman, a salesman, has dreamt of success for himself and his two sons, especially for Biff. For Willy, success is associated with popularity and well-liked. But when the reality opposes his ideal dream, Willy refuses to admit it. Overbeeke & Schippers explain further that Willy Loman is brought to realize what Biff had already found out by himself that he is not the great Willy Loman, but only ‘a dime a dozen’, no more than a hardworking, none too successful salesman, who is getting too old for job (1965:262-263). Finally Willy commits to suicide so then his family receives his insurance.

Based on Willy’s reason of committing suicide, Guth and Rico present the interesting comments saying that Willy Loman is not a great heroic figure, he is also not a good husband or a model parent or a leader in community affairs (1997:1210). But does this mean that Arthur Miller wanted us to think him as a fool or buffoon? Guth and Rico show that Willy Loman is not a fool or buffoon. His committing suicide is based on the consciousness of leaving something for his family. In his disabled ness, Willy Loman still thinks of his wife and sons. He sacrifices his own life in order to have money insurance for his family. He has nothing to give for his family except his own life.
Brockett and Findlay also have a similar comment that stating Willy Loman is a businessman but unsuccessful one, who believes he is not materially successful (1991:336). Focusing on the description of the character of Willy Loman, they add that this play is not considered as well-made play because of permitting the action to move freely between past and present. However, the involvement of past and present in Willy’s character is intended to produce a flexible structure of the play (Brockett and Findlay, 1991:336).

Brockett in another articles, writes that through most of his plays especially *Death of a Salesman*, Miller offers values (some of them are false values) to the society and let the individuals to sort out the true from the false (1995:526). In other words, Miller wants to show that one can maintain his/her integrity in the framework of society. He does not judge whether the values are true or false because it is individual’s responsibility. Like in *Death of a Salesman*, Miller lets the individual to judge whether the happiness is achieved by maintaining the material success or not. He just presents the conflict in the American consciousness between the desire for material success and for adventure and happiness (Brockett, 526-527). Here, Arthur Miller acts as a moral force of maintaining the freedom and autonomy. He is undeniably a moralist.

Beside focusing on the character of Willy Loman, there are also critics that focuses on Linda Loman, Willy Loman’s wife. One of the critics is from Kay Stanton. Kay Stanton in his article *Women and the American Dream*, as quoted by Guth and Rico, argues that Linda Loman is the foundation and the support that enable her husband and sons to continue despite their failure (1997:1284). Linda
actually represents the model of the post-World War II, American wives who dedicate their lives for their husbands and children. Linda is described as the harmony-keeper in the family. Linda Loman is also associated with cleaning, mending, and repair and represents human dignity and values: cooperative, moral, humane behavior as opposed to lawless assertion of self over all others through assumed superiority in home (Guth and Rico, 1997:1285-1286). Linda acts as the mediator between Willy Loman and the two sons when the conflicts exist. Linda also tries to prevent the conflicts which usually appear in the family suggests her significant role of maintaining the harmony and peace in the family.

B. Review of Related Theories

1. Theory of Character and Characterization

Balick notes that character is “a personage in a narrative or dramatic work, also kinds of prose sketch briefly describing some recognizable type of person” (1990:33). While Abrams in his book A Glossary of Literary Terms, writes that:

Character are the person presented in dramatic or narrative work, who are interpreted by the reader as being endowed with moral and dispositional qualities that are expressed in what they say—the dialogue—and by what they do—the action (1981:20).

According to Holman and Harmon, a character may be either static or dynamic.

A static character is one who changes little if at all. Things happen to such a character without thing happening within. The pattern of action reveals the character rather than showing the character changing in response to the actions. Sometimes a static character gives the appearance of changing simply because our picture of the character is revealed bit by bit. A
dynamic character, on the other hand, is one who is modified by actions and experiences, and one objective of the work in which the character appears is to reveal the consequences of these actions (1986:83).

E.M. Foster, as pointed by Abrams, states that we can divide characters into flat and round. A flat character (also called a type, or “two-dimensional”) is built around “a single or quality” and is presented without much individualizing detail, and therefore can be fairly adequately described in a single phrase or sentence. A round character is complex in temperament and motivation and is represented with subtle particularly; thus he is as difficult to describe with any adequacy as a person in real life, and like most people, he is capable of surprising us (1981:20-21).

While on E. M. Foster’s *The Anatomy of Prose and Fiction*, as pointed by Koesnosoebroto, states that on the basic of importance, we can distinguish two types of characters, main or major character, and minor characters. A major character is the most important character in the story. Basically, a story is about this character, but he cannot stand on his own; he needs other characters to make the story more convincing and life like. Minor characters are characters of less importance than the main characters (1988:67). Whereas Milligan notes that the major character are those who become the focus in the story from the beginning to the end. Therefore they engage the readers’ or audiences’ attentions as their motivation and history are the most fully established. The content of the story is highlighted to these characters’ experience. And the minor characters are those who appear in a certain setting, just necessarily to become the background of the major characters (1983:155).
Rohrberger and Woods in their book *Reading and Writing About Literature*, state that characterization is “the process by which an author creates character, the devices by which he makes us believe a character is the particular type of person he is” (1971:180). While Baldick defines characterization as:

The representation of persons in narrative and dramatic works. This may include direct methods like the attribution of qualities in description or commentary, and indirect (or ‘dramatic’) methods inviting readers to infer qualities from characters’ actions, speech or appearance (1990:34).

While in *A Handbook to Literature*, according to Holman and Harmon characterization is “the creation of the characters so that they exist for the reader as lifelike” (1986:81). Meanwhile according to Rohrberger and Woods, there are two principal ways an author can characterize: first, he can use direct means to describe physical appearance. He can say, for example that Silvy is five feet four inches tall, weights 45 pounds, and has blonde hair and brown eyes. He also can say to describe her intellectual and moral attributes or explain the degree of her sensitivity. He can say that she is a bright girl who respects her parents and feels their disapproval strongly; and secondly, he can use dramatic means and place her in situations to show what she is by the way she behaves or speaks (1971:20).

Furthermore in their book stated above Holman and Harmon write that there are three fundamental methods of characterization in fiction: first, the explicit presentation by the author of the character through direct exposition, either in an introductory block or more often piecemeal throughout the work, illustrated by action; second, the presentation of the character in action, with little or not explicit comment by the author in the expectation that the reader will be able to deduce the attributes of the actor from the actions; and third, the
representation from within a character, without comment on the character’s inner self, with the expectation that the reader will come to a clear understanding of the attributes of the character (1986:81).

Perrine in his book *Literature: Structure, Sound and Sense* also note that characterization must observe three principles in order to be convincing. First, the character must be consistent in their behavior. They do not behave one way in one occasion and in a different way on another unless there is clearly a sufficient reason for the change. Second, the characters are clearly motivated in whatever they do, especially when there is any change in their behavior. Third, the characters must be plausible or lifelike. They must be neither paragons or virtue nor monster of evil (1974:69).

Goldstone in his book *Context of Drama*, writes an explanation of how a character is established (1962:6). It is through: first, dialogue spoken by the character. This means that what the character’s said will show his characteristics (age, social class and educational case). Second, dialogue spoken about the character means that we also understand about the characters’ characteristic through other characters which are talking about him. Third, action taken by the character means what the character’s action in handling problems will show the kind of person he is. Fourth, the personality interpretation of the actor playing the role. Playwrights have often composed a role with a specific actor or actress in mind.

In addition, Reaske in his book *How to Analyze Drama*, says that there are six devices of characterization (1966:46-48). They are, firstly, the appearance of
the character. This section gives the clue for the reader by the appearance, which is often described by the playwright in the prologue or in the stage direction. Through character’s appearance we can know whether he is old or young, small or large, attractive or unattractive, etc. Second, asides and soliloquies also can learn about the character. When a character speaks in short asides or in longer soliloquies, he is telling his specific characteristics. Third, dialogue between characters one another means that the reader learns what kind he is through the dialogue between one another. On their language when he speaks to the other characters, we can know his personality. Fourth, hidden narrations sometimes come out in the play that is never directly described by the playwright. In this case the reader could possibly judge the character by its hidden narration. Fifth, language also helps to understand the character. Both the kind of words which the character use and how the character speaks are two important parts of language which can be used to learn the character’s personality. And sixth, character in action means that we can determine what kind of personality a character is when he acts on the stage. The reader may learn more about the character through the action of the play.

2. Theory of Moral

Human being always needs someone else to live side by side in a community or society that is why human being is a social creature. In every society there is always norms and values, which are meant for the goodness of those people who live in a society neighborhood. There are several values in every
society of human in the universe. One of the values, which will be mentioned in
this part has connection with this analysis is the moral value. This value is used in
this analysis to help to make judgment on the goodness of moral conscience that
presented by Willy's character through his Characterization.

The term moral derive to the Latin plural mores meaning manners or
moral (Ross. 1972: G8). According to Longman dictionary, moral first concerning
or based on principles of right and wrong behavior and the difference between
good and evil (1992: 862).

Moral is not just about differentiating between what is good and what is
good and what is bad or something, to do or not to do. Somehow, moral has
deeper meaning than that. In their book, The Domain of Moral Education,
Cochrane, Hamm and Kazepides say that moral thinking is about the fundamental
value by which we to live (1979: 7).

They explain that the word values means that the things we seriously
believe in to be worth pursuing, the ends that we think to be worth realized and
the action which we think worth doing, on which we think important to refrain
from doing. They also state that the basic fact from which moral thinking starts is
that human action are never done in a vacuum but in a context which directly or
indirectly involves other persons. They explain that human action are not
performed in a vacuum is thus to say that most action tend to affect both the agent
himself and the other person. (1979: 7).

The writer limits this analysis to the moral, which is connected to the
range of human life such as love, friendship, hatred, anger, pain, happiness, tears,
traits, loyalty etc. as explained in Longman dictionary in the above page states that moral is a piece of guidance on how to live one's life. How to act more effectively, etc. that can be learnt from a story or even whilst morality means the rightness or honesty of behavior, of an action, etc (199:862).

Moral is a clue of how to act rightly; to differ from what is good and what is not good. It means that moral refers to the way of how to act rightly or how to do good thing. Moral action can be learnt from somewhere, like story or event. If we discuss about moral, automatically we will connect with morality because somehow morality is the judgment on the action that we do whether it is good or (1979:7). The writer tries to make example to make it clearer. Parents always teach their children that helping people who are in need is good thing. This teaching about helping people who are in need is called moral thing. When the children help people who are in need; means that they do a good moral action and the reason of why the child helps that person is morality.

If we talk about morality inside a society means that we will talk about morality norms. Which exist in human's society (Ross, 1972: 68). It means that in the analysis the writer will talk about the rightness of moral action in the society. As stated above, moral is how to do good things and morality is the goodness behind the action. Therefore, although both of these things are similar, they are not totally the same. It is morality that deals with tile goodness of the moral action or principles. Therefore, let us see about the moral principle first (1972: 68).

"No one can act upon a moral principle, or precept, or rule, unless be is first aware of it. He must for example, have learnt respect for the property of others if he is to know that he should resist the temptation to take it when safe opportunity offers" (Bull,1969: 5).
Since moral refers to "piece of guidance on how to act effectively", this knowledge of respecting the property of others can be considered as moral knowledge. The action of resisting "the temptation to take it when safe opportunity offers" can be called as moral action (1969: 5).

Bekker says. That to make a moral decision depends on conditioning of moral behavioral patterns, on education in respects of norm and value, on reasoning, representation and evaluation. It depends on the conscience of the person (1974: 93).

A person can be judge to have a good morality conscience if he does not have other purpose in helping people. Rachel says in her book, The Element of Moral Philosophy, that the rule of goodness in moral is not that we ought to help people if we care for them or if we have some other purpose that helping them might serve. Instead, the rule is that we should be helpful to people of our particular wants, and desires (199-5: 118-119).

From the statement above, the writer concludes that a morality judgment must be backed up by reasons. There must be “a reason why” someone should (or should not) do it. The reason behind her or his moral action must be good, so it will indicate that she has a good morality conscience. The reason must be free from their desires. Someone's reason of action is important here to indicate whether she or he has a good morality conscience or not. If the reason of their action is that she does not want to cause misfortune to the other people, it indicates that he or she has a good morality conscience.
There is also what we called universal morality; even though moral value varies from one society to another, the basic concept about morality is still the same. Morality always refers to the goodness and the badness of a person as a human being. Once again, morality is the way to judge whether the moral action done by someone is good or not.

Thus, it can be concluded that first, moral norms vary from one society to another society, at least at some extent. Second is that moral is how to do good things and morality is the reason behind the moral action. The third one is that most people make their moral decision in rather habitual according to their conscience.

Basically, moral is not just simply about to make a difference between what is good and what is bad. Moral has a deeper meaning. Cochrane, Hamm, and Kazepides (1997:7), in their book The Domain of Moral Education, say that moral thinking is about the fundamental values by which we profess to live. They define the word ‘value’ as the things we seriously believe to be worth pursuing, the ends which we think worth realizing and the action which we think worth doing or which we think important to refrain from doing. They also said that the basic from which moral thinking starts is that human actions are never done in vacuum but in context which directly or indirectly involves other persons. It means that what human act in their life will affect either him or her and other persons.

Morality, then, has deeper insight of goodness and badness. Morality is the judgment on the action that one does whether it is good or bad. Gonsalves (1986:53) also stated that morality is the quality or value human have by which
one call them wrong, good or evil. Here the simple examples. People may help others who are in need that is a must, is called moral. The rightness or wrongness of the reason behind the action of people doing is what is called *morality*. It is can be said that the people has a god moral for helping others, but the question then is, does the people have a good morality conscience inside them? It really depends on the reason behind their action.

A person can be judged to have a good morality conscience if he does not have any purpose in helping others. Rachels said that

The rule of goodness in moral is not that you ought to help people if you care of them or if you have some other purpose that helping them might serve. Instead, the rule is that you should be helpful to people regardless of your particular wants and desires. (1995:118-119)

From the explanation above, it can be concluded that morality judgment must be based on the reason of action. There must be a reason why someone should or should not be done. The reason behind his or her moral action must be good since it will imply his or her morality conscience. That reason must be free from his or her own personal desires.

Rachels in his book also says that

The great German philosopher, Immanuel Kant, believed that morality can be summed up in one ultimate principle, from which all our duties and obligations are derived. Kant believed that morality requires us to treat persons “always as an end and never as a means only” (1995:128).

To make easier understanding, the writer makes two examples. If someone wants to be an engineer, the books of engines and machines instructions will be very valuable. But apart from such ends the book has no value anymore. The other example is a person who wants to commit suicide. In Kant’s point of view, a
person who commits suicide sees him only as a means to get pleasure and amusement. Then after he cannot get such pleasure, he will end their life. It can be concluded that according to Kant, a person who commit suicide does not consider himself as the end but only as a means to get pleasure.

Immanuel Kant in his book *Critique of Practical Reason*, which was edited and translated by Lewis W. Beck, states two categories of Moral autonomy. The first is heteronomy value. Moral heteronomy is understood as an attitude when people fulfill his duty and it not caused by his consciousness. It is accepted because they are oppressed, afraid of sin, or afraid of God’s rule (1993:129). In this case, they do not accept the rule as their own, because they are not conscious to accept it. Heteronomy itself may come from religion, society, or government that gives rules to the members.

According to Kant, what is assumed as moral attitude sometimes has negative value because of its heteronomy of value. It means that sometimes people follow the rule is just for their own sake. They do not exactly understand the reason behind their action of following the rules. In the sense of Kant’s idea of morality, one should be conscious of his or her own action (Beck, 1993:132). Heteronomy morality requires people to obey such rules without seeing its meaning or value. They just follow the moral indictment of their own environment. It is not taken based on their own consciousness but because they are afraid of sin or punishment. Heteronomy itself makes people frightened, they cannot get his freedom, they feel oppressed, and ignore the real responsibility itself (Beck, 1993:132).
On the other hand, autonomy morality has a meaning that people obey his or her responsibility because they are conscious of their action. Therefore, to fulfill their duty, they accept the regulation or law because they are aware to accept both regulation and law. Kant states that with the distinct statement, a good person will make and obey his own law (Beck, 1993:132). It can be explained that actually someone can build up his or her own law because of his or her consciousness on what he or she should do. His or herself-consciousness makes him or her full of self-decision.

From the discussion above, it can be interpreted that heteronomy morality can be autonomy morality as far as the person related to the “outside” laws understand and is consciousness to what he or she does. For example, if someone is riding a motorcycle, they must use a helmet. This is the rule from the government. Then the problem is whether the rider conscious about the use of the helmet or not. If they only use it as the requirement from the government, it can be said that they do not have sufficient moral action. Good person, in the sense of morality, understands that the use of helmet will guarantee their own safety.

In conclusion, moral autonomy teaches us how to act based own our consciousness and freedom. Human has freedom to act what they want to do but they have to be conscious on what they do.

3. Relationship between Literature and Moral Value.

The study of literature or literary works was born from the creation of human feelings and sense. Literature always connects us with the whole range of
human daily life; sadness, happiness, ecstasy, joy, friendship, love, despair, anger, hate, lost, freedom, loyalty, traits, dignity, etc.

Moody says that literary works always offer moral messages that connect with human’s noble behavior, struggle for the right and the dignity of human being. Those human noble behaviors can be displayed through characterization of attitudes and the behavior of the characters in the novel. Sometimes, the character will be found to fall into categories of good and bad, or sympathetic and unsympathetic, more often they will seem posses various degrees of goodness and badness for most human beings have at least some redeeming features, just no one is perfect (1971:48).

The moral values, which are trying to be said by author of literary works, are put inside the story. From the story, the readers will see the various kinds of attitude and behavior of the characters in various events. Then, the readers themselves will understand about the good behavior and the bad one. Through the story, the author gives some clues, advice and messages to make the readers able to learn and know about the moral values. Therefore, the readers will be able to apply them in their daily life.

In literary works, the moral things that the author wants to deliver always deal with the good sense. But in the story, besides the good character, there is always bad, unworthy, evil, unpleasant behavior manner carried by the antagonist character. The author creates various characters in order to make the reader notice about the differences between the good character and the bad one, and to learn
moral value. There is always a connection between the author and his works with the reality of life in the real society such as moral value.

Thus, the writer concludes that the existence of the moral value inside a novel is inevitable aspects, a very Important thing and, therefore, useful for human’s life. This is why the writer chooses a novel as one of literary works to be analyzed, so she will be able to reveal the moral values and messages including the interaction between human being, which is represented by the characters in the novel.

4. Relationship between Literature and Psychology.

Literature and psychology are two subjects that explore human’s life. There have been some novels, short stories or dramas that arouse psychological issues. One comment suggested by Benedetti is as follows:

“The psychological traits in a play are the most essential category in terms of characterization. Psychological points of view refer to the search and analysis of the inner working of the mind such as emotions, attitudes, motivations, and desires. Psychological traits always precede the action of characters” (1997:130).

While in the book *Psychology and its Allied Disciplines* vol. I edited by Bornstein et al., Lindauer stated that literature is the best as describing the human condition in dramatic form, while psychology has the strength to investigating human character or behavior in systematic ways (1984:144). Both literature and psychological have one common purpose that is to describe human condition. Literature tries to depict one human condition into drama while psychology studies human characteristics systematically and scientifically.
In *The Psychology of Human Behavior*, Richard A. Kalish states that literature also “holds the mirror up to the man”. A good novelist can communicate the feelings of his functional characters and make them seem more life-like than the real people whose behavior the psychologist attempts to describe. Plays and films can produce the same result. Writers can use the understanding provided by psychologists to enrich their stories, and psychologists can gain in their understanding of human behavior by drawing from the deep sensitivity of good author (1973:8).

Arthur Miller started to write plays at the University of Michigan and several of his plays became American classics at stage production, movies, or television plays. Most of his works deals with social issues. In the production of *Death of a Salesman*, he seemed to infuse a psychological touch although it comes within a social matter. As in *Timebends*, he writes that if the structure had to mirror the psychology as directly as it could be done, it was still a psychology hammered into its strange shape by the society, the business life Willy had lived and believed in. (1987:182).

**5. Theory of Mental Disorder**

There are several subjects the types of mental disorder to be explained in this part, but the writer only chooses one of the most common terms in mental disorder, that is schizophrenia. It is important to explore about the mental disorder that Willy Loman had, because the last part of the play shows the main character becomes the victims of his own mental disorder.
Schizophrenia is a group of psychotic disorders involving distortions in language and thinking, perception, emotion and also behavior (Chapman, 1997:490). It is also a form of psychosis, a term describing general lack of contact with reality. Perceptual phenomenon experienced by some schizophrenics is hallucination which involves having a sensory experience without the external stimuli.

Hallucination can occur in any of the sense: visual, tactile, olfactory; but auditory hallucinations are the most common in schizophrenia. Auditory hallucination takes the form of voices or words heard as coming from inside the head. The voice addresses the subject directly or orders him or her to perform certain hurtful acts. Alternatively the voice may be heard in the third person discussing the subject. People with schizophrenia often hear voices speaking their thought aloud, commenting on their behavior, or telling them what to do. The voices seem to come from inside their own heads or from an external source such as animal, telephone, or television set. On rare occasions, people with schizophrenia will hurt other people in response to their distorted internal experiences or the voice they hear. In reality, person schizophrenia is at a greater risk of suicide than violence toward others.

The symptoms of schizophrenia are below:

1. Disorganization of perception.

   The selection processes that allow most people to concentrate on whatever they do are impaired.
2. Disorganization of thought.

When thought disturbance is mild, speech is tangential, switching from one idea to another and the person likes to jumble two facts which are different to the contrary.

3. Disturbance in communication.

Talking to schizophrenic is often like communicating with someone who is talking in his or her sleep. This schizophrenic does not seem to pay attention to anything that anyone says; he or she does not remember anything he or she just said.

4. Affect disturbances

Changing in affect or emotion is most common in schizophrenia. In some cases, emotions are exaggerated and fluctuated in appropriate ways.

5. Behavioral disturbance.

Disturbances in behavior may take the form of unusual actions or mannerism.

Then, then mental disorder also has their classification. Classification system of schizophrenia is:

a. Positive symptoms involving distorted or excessive activity such as disorganizations and disturbances which have been discussed above, hallucination, inappropriate laughter and tears and also erratic behavior.

b. Negative symptoms involving behavioral deficits or loss of activity such as toneless voice, unstable emotions, social withdrawal and poverty of speech.

Causes of schizophrenia are biological and psychological factors. Biological theories of the cause schizophrenia emphasize disruptions in
neurotransmitters, brain functions and genetics. Psychosocial theories of schizophrenia focus on stress as trigger for initial episodes and for relapse. Some theorist believes that schizophrenia has a link to psychotic depression where depressed patients feel sad and unhappy and carries with them a serious danger of suicide. Family communication deviance has also been suggested. Studies of family environments suggest that high expressed emotionally may be linked to a worsening and relapse of schizophrenic symptoms.

Kartono also states that some group of people or person which may be attacked by mental disorder. They are: mid-class people, militarist, old people, person who comes from a broken family, urban people, migrant people, and also the adolescents. These groups of people or person may have probability to be attacked by mental disorder because of many reason such as they cannot face their burden of their life or they unable to face their forces of life which may come from their life problem (1989:196-197).

6. Theory of Suicide

Gonsalves gave the meaning of suicide. He said that suicide is here in the strict sense as the direct killing of oneself on one’s own authority. In addition, he said,

“Direct killing is an act of killing that is indirectly voluntary; that is, death is intended either as an end or as a means to an end. Either the action is capable of only one effect and that effect is death, or the action is capable of several effects, including death, and among this death is the effect intended, either for its own sake or as a means to something else.” (Gonsalves, 1986:244)
It’s understandable that suicide is done by the doer’s own authority, not somebody else’s. And if it is somebody else who is responsible to someone’s death, it is considered as a murder, not suicide.

There are some arguments opposing suicide. Gonsalves wrote those arguments,

“Suicide is often regarded as an act of cowardice and refusal to face life courageously. We take the easy way out when we thrust the burdens we cannot bear onto the shoulders of our dependents. But not all are in this case; rather, they themselves are a burden on others. Yet they must not forget the worth of their own person. Who can be called useless? Suffering has no earthly value and might be called the worst of earthly disvalues, but its moral and spiritual value can be tremendous. Courage and patience cannot be discounted in any moral appraisal of human life.” (Gonsalves, 1986:245)

From the quotation above, Gonsalves was going to say that suicide is the worst way to face human’s life. Every human will experience sufferings, but he or she should never give up in handling such painful situations. Sufferings can lead us into better understanding about life, that life will not always pleasurable. Sufferings can teach us how we can behave morally and how we respect our life.

Discussing moral was always current and relevant with the life of human being. It needed intellectual and rational ability to develop the moral quality of human life. The proponents of this approach emphasized that moral lesson beneath the play was needed to govern human attitude and behavior. Moral attitude of individual was confined by his personal circumstances. Therefore, the writer analyzed the person’s character development that reveals moral lesson.
C. Theoretical Framework

Theories of character and characterization are used to investigate the characteristics of Willy Loman, the main character of the play. In analyzing his characteristics, the writer deeply pays attention to the way of the main character behaves as well as how he gives his acts and reaction.

Abram’s theory fulfills the writer’s need of exploring Willy’s characteristics. Abram’s theory on flat and round character is used to determine whether Willy is a flat or a round character. A round character is complex in temperament and motivation and is presented with subtle particularity.

Meanwhile, the theory of Boggs and Reaske are used to investigate Willy’s characteristics whether by his appearance, by reactions of other character, by the choice of name, by contrast, by external action, etc. All theories will be very helpful to answer the first problem formulation.

Theories of personality are used to examine how Willy develops his personality into a typical personality. The typical personality Willy belongs to is shown trough some certain symptoms. The theories function as a media that categorized Willy into a typical person. Therefore, they are used to answer the second problem formulation.

Redman’s theory of conflict also applied to choose whether Willy has a conflict within himself and with other people as well. This theory proves that Willy has both internal and external conflict. In the meantime, Atkinson and friends’ theory is used to see Willy’s conflict from the psychological point of view. These theories are also used to answer the second problem formulation.
Some theories on mental disorder are aimed to get a better understanding of how simple or complex Willy’s psychological condition is. It concern with the question of what symptoms Willy exhibits and the factors that influence him to be psychologically unhealthy. They are, the obviously very helpful to answer the second problems as well.
CHAPTER III

METHODOLOGY

A. Object of the Study

This thesis is going to analyze one of Arthur Miller’s plays entitled Death of a Salesman. The play written in 1949, and is taken from Guth’s Discovering Literature published in 1997 by Prentice Hall, Inc. This play consists of two acts and a requiem. Some critics consider this play and even the greatest American play in the post-World War II period. The success and the reputation of this play rested in its achievement of some prizes and awards such as The Pulitzer Award, The Theater Club Award, the New York Drama Critics Circle Award and The American Theatre Wing Award (Williams, 1984:1).

B. Approach of the Study

In analyzing the problems happening to a person with a typical sort of personality, it is important to deal with the psychological aspect. Thus, it will be in line to apply psychological approach because it deals with the state of mind of the characters. In connection with this approach, Rohrberger and Woods state that psychological approach is focused on psychological interpretation for entrancing the understanding and appreciation of literature (1971:13). This study will apply the approach to interpret the psychological aspect of the main character in the play. Moreover, when talking about psychology, it is always in connection with a character. Character involves patterns of behaviors, thoughts, and feelings.
Therefore, psychological approach will help the writer to reveal the issue of this study since it views a literary works based on psychological interpretation.

C. Method of the Study

The method used in this thesis was library research. The writer applied library research and browsed the internet to support the study. It means that the writer did the research based on books and some sources from internet. The step of conducting this study was reading the play repeatedly to understand its content and details.

The first step was collecting data to find out everything about Miller’s *Death of a Salesman*. The second was picked up some problems arose in the story to put in the problem formulation part. In this step, the writer also took some sources from the internet. The primary source was the play death of a salesman and the secondary source were some books to help analyzing the study. The writer focused the analysis of this study on the character development of Willy Loman as the main character in the play. It was interesting that the main character development revealed as moral lessons related to life.

In terms of getting the data about character, the books that is used were *Glossary of Literary Terms, A Handbook to Literature*, and *How to Analyze Drama*. Meanwhile, to find out the theory of conflict, the writer used *Literature : Structure, Sound, and Sense, Introduction to Psychology*, and also the book of Redman which is *A Second Book of Plays*. Theories on mental disorder were
picked up from *Psikologi Abnormal dan Abnormalitas Seksual*, and also the book *Psychology and Principles*.

Based on the writer’s explanation above, the writer may conclude that there were moral lessons that could be drawn from the story. Through an insightful discussion, the writer investigated the moral lessons reflected by Willy Loman’s characteristics.
CHAPTER IV

ANALYSIS

This chapter presents the answer to the problems that have been formulated in the first chapter. In this analysis, there are two divisions that will be elaborated by the writer. The first division will be some explanation on Willy’s characterization. The second one is about moral values as reveals on the play.

A. The Characterization of Willy Loman

Willy Loman is a sixty-three-year old salesman. He has two sons, Biff and Happy, and a wife named Linda. He worked as a traveling salesman since he was 27 years old. He experiences many things from such a job including the way how he gets success within those years. And now, at the age of 63, his salary has been taken away and he just works only on commission.

Willy is portrayed as a man from middle class people. It is clearly seen in appearance the look of Willy’s house. When the lights come up, the first thing that can be seen on the stage is the suggestion of a small frame house (p. 806, act 1). In the connection to this stratification, Willy last name “Loman” is important to look at. It suggests “low man” on the totem pole; as Williams stated (1984:12). The name therefore reveals a great deal of character.

Among the other characters, Willy is important to be the most contrary due to his behavior, attitudes, which are opposite to the others. Willy is described as a character who intensely displays an inappropriate emotional response. He is a
very sensitive character who easily arouses to any specific feelings such as anger and offence. Willy was a successful salesman who in his sixties is no longer successful. He feels meaningless to the family. He is fired from the company he had been working for several years. Such condition depresses him.

Willy has a wife named Linda, a very loyal and patient wife is the only person who can understand Willy’s psychological condition. In other hand, Willy often treats her badly and he makes Linda the target of his anger. Its understand Linda is that she takes lots of care of Willy. She tries to please him with her way, which she thinks Willy would like it.

One day she gives Willy American type of cheese (p. 808, act 1). She thinks that it would be surprise Willy who usually eats the Swiss one. Instead, Willy is so mad at Linda and tells her that he does not want to a change. He asks why he is always being contradicted. For such a rejection, Linda just gives Willy a covering laugh patiently. But, Willy easily feels offended although Linda does not intend to offend him at all. As a thoughtful wife, Linda means to treat him as best as possible. She thinks that Willy would be surprised by the change but in other hand, it is wrong. Here is the dialogue.

LINDA (trying to bring him out of it): Willy, dear, I got a new kind of American-type cheese today. It’s whipped.
WILLY: Why do you get American when I like Swiss?
LINDA: I just thought you like a change…
WILLY: I don’t want a change! I want Swiss cheese. Why am I always being contradicted?
LINDA (with a covering laugh): I thought it would be a surprise. (page 808, act. 1)
Willy’s reactions when speaking to Linda often reveal a great deal of his personality as being easily angry. At the time when Linda is dealing with her mending work, Willy becomes very sensitive. Of course, Linda in all her replies tends to be as innocent and kind as she is. She patiently answers Willy as truly as she meant it. However, Willy feels offended which indicates him as a very sensitive person, at the same time. This dialogue below may prove it.

WILLY (noticing her mending): What’s that?
LINDA: Just mending my stocking. They’re so expensive-
WILLY (angrily taking them from her) : I won’t have you mending stocking in this house! Now, throw them out!
(Linda puts the stockings in her pocket.) (page 814, act. 1)

Basically, Linda is just doing a mending work which other housewives may do. But, Willy considers it as a humiliation. Willy could have one possible reason for forbidding Linda mending her stockings but he reacts the wrong way. His response is triggered by the fact that there is something bothering Willy about his affair with a woman. In one occasion, Willy gives stockings to the woman. He cannot control his emotion and he does not even know how to give an appropriate response with the right vocabulary to say to his wife.

Charley, in fact, is a good neighbor. He knows that Willy is dealing with a serious problem. That is why he often comes to Willy’s house in order to cheer him up. If Charley is childish as Willy, he could have insulted Willy the other way because he is Willy’s only hope in owing some money (p. 830, act 2). But Charley is too much wise to treat Willy the way Willy treats him. And if he owes Willy some money, it is because he has a great concern for Willy. Even, Charley not
only owes Willy the money, but also offering him a job which would give Willy fifty dollars a week.

Willy outfits his traits with self-centered and arrogant attributes. He always thinks that he knows everything better than anyone. That is why he always mad to Charley, the neighbor, in whatever situation they may involve. He even insults Charley occasionally with some sharp words.

CHARLEY: Come on, let’s shoot. Tire you out a little.  
WILLY (hesitantly): All right. You got cards?  
CHARLEY (taking a deck from his pocket): Yeah, I got them. Someplace. What is it with those vitamins?  
WILLY (dealing): They build up your bones. Chemistry.  
CHARLEY: Yeah, but there’s no bones in a heartburn.  
WILLY: What are you talkin’ about? Do you know the first thing about it?  
WILLY: Don’t talk about something you don’t know anything about.  
(They are playing. Pause) (page 815, act 1)

Willy does not seem to take things easily. He feels that he knows everything better than Charley. And when he learns that Charley is opposing something that he knows for sure he would immediately humiliate Charley. Meanwhile, Charley himself simply intends to infuse a little humor in every their conversation.

Charley, as a matter of fact, is a good neighbor. He really knows that Willy is dealing with some serious problems. That is why he often comes to Willy’s house to cheer him up. If Charley is as childish as Willy, he could have insulted Willy the other way because he is Willy’s hope in owing some money. (p. 816). Charley has a great concern to Willy, which is why he may owe Willy some money. Charley is too wise to treat Willy the way Willy treats him.
Every time they talk, Willy rarely responds Charley in a good manner. He is easily provoked by Charley’s words, which are basically aimed to be jokes. It is difficult for Willy to behave more relax and to give a respond politely. Knowing such a fact, Charley only laughs. He does not even know that the jokes he told can make Willy displeased. This following is another depiction showing Willy’s personality.

WILLY: Yeah, heh? When the game is over, Charley, You’ll be laughing out of the otherside of your face. They’ll be calling him another Red Grange. Twenty-five thousand a year.
CHARLEY (kidding): Is that so?
WILLY: Yeah, that’s so.
CHARLEY: Well, then, I’m sorry, Willy. But tell me something.
WILLY: What?
CHARLEY: Who is Red Grange?
WILLY: Put up your hands. Goddam you. Put up your hands! (Charley, chuckling, shakes his head and walks away, around the left corner of the stage. Willy follows him. The music rises to a mocking frenzy)
WILLY: Who the hell do you think you are? Better than everybody else? You don’t know everything, you big, ignorant, stupid… Put up your hands! (p. 828, act 2)

Another consequence of Willy’s losing control is that he cannot give a positively thinking toward a friend who offers empathy. He behaves aggressively. Willy dislikes anyone who tries to give apprehension. To the person who does so he shows no respect at all. Charley often experiences the way Willy shows no respect to anything he offers. While Charley bids Willy for a more reasonable and prospective job, Willy feels offended. Instead he replies,

WILLY: “I got a job, I told you that. (After a slight pause). What the hell are you offering me a job for?” (p.815, act 1).
Willy is insulted when Charley does not mean to insult him at all. The way Charley offering him a job seems to be a humiliation for Willy. Charley is in fact touched by Willy’s economic condition. He wants to help Willy since Willy’s financial imbalance. As a thoughtful friend, Charley only tries to help Willy escape from his hard time simply by offering a job. Willy’s being insulted makes Charley felt guilty. That is why he says to Willy, “I don’t see no sense in it. You don’t have to go on this way.” (p. 815, act 1)

In something proper that human beings can behave very rudely in a particular reason as well. It is makes sense that humans are easily angry and talk rudely when they are in a bad mood and calm down when the situation is handled, but if they are angry in almost all of the time whenever they involves in any conversation with people, they deserve to be called abnormal.

In the play, Willy is depicted as a person who occasionally tends to responds his surroundings badly. Something that should not be a matter for Willy becomes a big deal. He does not even care about anyone’s reason top talk. Linda often experiences Willy’s being unstable. He snaps at her and talks to her in high tone. He does not allow her to give and an opinion toward household matters. Willy feels disturbed if Linda interferers with what he and others characters discuss about. And when he responds emotionally he does not realize that this response is somehow inappropriate. What he believes the best to do is what he tends to do regardless of others self esteem. Whether it hurts or not, he does not seem to care.
In the daily, Linda conducts her duties willingly. She takes care of her husband and sons. In other hand, Willy rarely appreciates Linda’s sacrifice. If a human is in a stable condition, they will be touched by such a good will of Linda. Since Willy is unstable, he does no either than snap at Linda. Willy’s being unstable is due to a woman who comes into his mind over and over. Willy is so angry at the woman’s presence but he cannot escape from such a situation. As a consequence, Willy often snaps at anybody without reasoning. The example is obvious in page 814, act 1. Bernard reports that Biff is driving a car without license. At a sudden the woman’s laugh is heard and Willy snaps. It is not known whether he snaps at Bernard or at the woman. Later when Linda is about to speak Willy snaps at her “shut up!” (p. 814, act 1) and he asks Bernard compulsively to get out of the house. When Linda adds that Willy has to be more concern about Biff, Willy answers her in an exploding way. Willy obviously cannot control his emotion that he speaks that way and makes Linda almost in tears.

It is obvious in the play that Linda becomes the one person whom Willy likes to insult. Willy never treats Linda as it should be. When Linda is involved in the conversation among Willy and other characters, Willy would interrupt her speaking with a loud voice. Linda, in other side, respects Willy as her husband and she even does not dare to fights against Willy.

BIFF: I’ll see Oliver tomorrow. Hap, if we could work that out . . .
LINDA: Maybe things are beginning to . . .
WILLY: (widely enthused, to Linda). Stop interrupting! (To Biff.) But don’t wear sport jacket and slacks when you see Oliver.
BIFF: No, I’ll . . .
WILLY: A business suit, and talk as little as possible, and don’t crack any jokes.
BIFF: He did like me. Always liked me.
LINDA: He loved you!
WILLY (to Linda): Will you stop! (to Biff.) Walk in very serious. You are not applying for a boy’s job. Money is to pass. Be quiet, fine, and serious. Everybody likes a kidder, but nobody lends him money.
(p.821, act 1)

Willy easily loses his temper when Linda begins to give her opinion. On rate occasions, Willy gives an appropriate response. He feels that Linda should not have to take part in any discussion among Willy and his sons. Fortunately, Linda always respects whatever Willy said to her. However Willy bad-temperedly treats her, Linda still loves Willy.

Willy’s being rude in giving responses to Linda is realized as an impolite thing by Biff. In an anger situation, Willy repeatedly yells to Linda. Willy cannot tolerate the way Linda interferers his discussion with the boys. As a son, Biff cannot bear with Willy’s treatment to Linda. He warns Willy to not yelling at Linda, “Don’t yell at her, pop, will ya? (p.821, act 1). It is reasonable defense from Biff because the response Willy displayed is no longer appropriate.

Willy’s external action reveals a great deal of his characteristics. He likes to talk alone. He smiles and laughs alone. Actually these illogical habits appear because Willy gets pressure from his environment. While his level of expectation to lift up his economic condition increases and daily life needs grow as well, Willy gets them worse instead. This condition is made worst when Willy is fired from the company he had been joining in.

Some information about Willy’s characterization can be seen on the way other characters view Willy. Willy likes to mutter himself. It is recognized from the conversation to among characters. One day when Biff and Happy are talking,
Happy confesses that something is happening to Willy, “Something is happening to him. He talks to himself (p.809, act 1). Biff as well knows that Willy always mumbles. The fact that Willy likes to talk himself really surprises his both sons because it has got so embarrassing.

The other day when Biff hears Linda is calling after Willy, who takes a walk wearing pajamas and talks loudly, Biff asks Linda about how long has Willy been doing such talk to himself. In order to comfort her sons, Linda answers that Willy’s erratic behavior will pass by morning. She adds that if the boys come more often, they will hear Willy talks alone in a loud voice (p.818, act 1).

Willy’s characterization is also clear through his internal action. The inner action occurs within Willy’s mind and consists of his unspoken thoughts; obsessional thought. When talking about obsessional we may refer to something fills the mind of someone continually so that he or she can think of nothing else. In psychological terms, an obsession is recurring, irrational thought that cannot be controlled or banished from one’s mind. Some obsessions are quite harmless and some other can cause a great deal of stress. Not only is the content of these thoughts disturbing, but their constant occurrence keeps you from concentrating on anything else. You might realize that your fears are irrational, but no matter what you do, you cannot control them or block them out (Worchen & Schebilske, 1989:519-520)

Obsessional thought is definitely a big deal in Willy’s life. Willy’s father died when he was three years and eleven months old. Thus, he is not really close to his father physically and emotionally. Yet, Willy is proud of his father since he
learns from Ben that their father is a hard worker. That is why Willy repeatedly infuses a story about the greatness of his father to his sons and always emphasize that the good stock they spring comes from his father. It seems that Willy is obsessed with his father. When we are proud or idolize of someone very greatly, it is just natural. However, if it becomes an obsession it is no longer tolerable. The following quotation can shows the fact.

WILLY: No, Ben! Please tell about Dad. I want my boys to hear. I want them to know the kind of stock they spring from. All I remember is a man with big beard, and I was in Mamma’s lap, sitting around a fire, and some kind of high music.
BEN: His flute. He played the flute.
WILLY: Sure, the flute, that’s right!

New music is heard, a high, rollicking tone.
BEN: Father was a very great and a very wild-hearted man. We would start in Boston, and he’d toss the whole family into the wagon, and then he’d drive the team right across the country; through Ohio, and Indiana, Michigan, Illinois, and all the Western states. And we’d stop in the towns and sell the flutes that he’d made on the way. Great inventor, Father. With one gadget he made more in a week than a man like you could make in lifetime.
WILLY: That’s just the way I’m bringing them up, Ben—rugged, well liked, all-around. (p.817, act 1)

As what is stated before, Willy has his own vision upon his sons. He never let the boys grow up the way they want. He wants his sons to be well liked and to go into a business area just like him. He tells the boys what to do and he takes interests in them (p.817, act 1). That is why when Willy asks Charley about how Bernard finally meets his success Charley answers, “My salvation is that I never took any interests in anything” (p. 830, act 2). While, Willy himself, is too obsessed with a success that he pushes his sons into his own vision.
Willy is also obsessed with a man named Dave Singleman (p. 825, act 2). Willy was decided to go to Alaska for a settle and at the same time he met Dave Singleman in the Parker House. Dave was a salesman of eighty-four years old. He had made a successful life. When Willy met him, Willy realized that selling was the greatest career a man could want. The first time when Willy started to be a salesman he was so amazed by Dave, thus he convinces Ben, who offers him a proposition in Alaska, that such a job can make a living and there is nothing to worry about (p.827, act 2). Willy was obsessed ever since. He is obsessed to be well liked and to be rich as well. He forces his sons to be what he hopes. Willy’s obsessional thought makes him unable to reconcile the reality. Everything he goes through is contrary to the real fact. He lives a lie—about his job and his sons—and even when he was going to be fired, he is still pride of his sons. Howard really knows that his sons are not reliable economically, so then he comments, “This is no time for false pride” (p. 826, act 2)). Willy’s false pride, according to Howard, is entirely due to his obsessional thought.

Another character who greatly takes part in shaping Willy’s obsessesional thought is his brother, Ben. Since Willy’s father dies, Ben replaces the position of the father becoming a role model. Willy who feels temporary about himself sees Ben as the right person who can teach a lot of things and a person whom Willy talks to whenever he needs advice (p. 817, act 1). Since then, Ben becomes the one whom Willy can lean on. Ben is someone whom Willy needs (p. 827, act 2). Ben has an important role to Willy. For Willy it is only Ben who can motivate him. It is Ben who deserves to be a role model although somewhere later we
notice that Ben has already died some time ago and Willy still recalls him in his memory. Ben always comes sharing information about how one can get rich in an instant,

BEN: “Why, when I was seventeen, I walked into the jungle, and when I was twenty-one I walked out. (He laughs.) And, by God I was rich” (p. 817, act 1).

Ben also convinces Willy that Alaska is a right place where one can really make a living. It is Ben’s richness that obsessed Willy. Being provoked by Ben’s statement, Willy replies that Ben’s spirit is something that Willy wants to imbue his sons with. He feels comfortable when Ben is standing beside him telling some ways about how to be rich, which, at the same time, keeps him standing long-lastingly in dreams, but is so lost when he realizes that in the reality he gets himself lonely and Ben is no longer there (p. 818, act 1).

Willy is in his time of crisis. The business that has been dealing with for several years goes unstable. Meanwhile, the needs of the household grow higher. Biff and Happy, whom are supposed to depend on at the age of thirties, cannot help the family since they both have not settled yet. The situation is made completely worst when Willy is fired. Willy is dealing with a great deal of stress. One thing that Willy can do to escape from such a hard time is starting to rebuild all the memory of Ben. For Willy, it is a great regret as well to not follow Ben’s advice going to Alaska. He is too obsessed with Ben that he feels sorry all the time for his own failure. He thinks about Ben in almost every time. Even when Willy is talking with anybody, he cannot keep the thought of Ben off his mind.
Willy’s obsessional thought is definitely the reason to recall the past, especially of Ben.

Willy is still obsessed even when he is going to meet his end. In the end of the play, it is depicted that Willy has failed to reach such a success of Dave Singleman. One of his obsessions of Dave is his well-known funeral. There were hundreds of salesman and buyers come to his funeral and that is exactly what Willy wants to happen to his own funeral. Ironically, at Willy’s funeral nobody comes but Linda, Biff, Happy and Charley (p.841, requiem). Willy has also failed to become like Ben-being rich and successful. So much obsessed is Willy that when Ben provokes him to kill himself (p.841, act 2). He does exactly what Ben directs him.

According to the explanation above, which is about Willy’s characterization, it can be inferred that Willy’s character is presented as a round character, which is complex in temperament and motivation and appears as the focus of the story and possesses all the characteristics of real human beings.
B. Moral Lesson Reflected in Willy Loman.

From Willy Loman’s character development, there are some moral lessons that can be derived. Those moral lessons have connection with human freedom based on the consciousness in Willy Loman’s daily life.

1. Thinking positively is a great concern.

One of the characteristic of Willy Loman is confident. The optimistic attitude is very helpful to encourage his own positive prediction toward what he or his sons going to do, and he never worries of failure. He has a very high self-confidence to say about his success although it is not yet become real. As a person who works in the business world, optimism is one thing that helps him to reach the target, whereas his target is off course, to gain money and respect.

WILLY: A hundred and twenty dollars! My God, if business don’t pick up I don’t know what I’m gonna do!  
LINDA: Well, next week you’ll do better.  
WILLY: Oh, I’ll knock ‘em dead next week. I’ll go to Hartford. I’m very well liked in Hartford. You know, the trouble is, Linda people don’t seem to take to me. (p.813, act 1)

Here, Willy is strongly declares that he would go to Hartford and make money. He confidently predicts that he will make money in Hartford no matter what. Remembering that he feels ignored there, I would see his optimism is too much if it compared with his last works where he did not make any money and the way he feels about people in Hartford, in other words, he is too optimist that he does not prepare himself toward failure, this same fault also happens when he fully supports Biff to meet Bill Oliver to borrow some money. The way Willy
encourages Biff how to say the right words to Bill Oliver is one thing that reveals his optimism toward his son, he expects the best for Biff.

WILLY: I see great things for you kids, I think your troubles are over. But remember, start big and you'll end big. Ask for fifteen. How much you gonna ask for?

BIFF: Gee, I don’t know . . .

WILLY: And don’t say “Gee.” “Gee” is a boy’s word. A man walking in for fifteen thousand dollars does not say “Gee!”

BIFF: Ten, I think, would be
(p. 821, act 1)

Willy always pessimists toward Biff, but when Happy encourages Biff to go down into business, Willy turns to see the bright side on Biff, because nothing in the world can make him optimistic but business. Willy encourages Biff to act like a real business man, he puts all his expectation toward Biff which he hopes it would give Biff more spirit. This attitude reveals the positive side of his optimistic minded, he has the ability to inspire other people to get into business, but the negative side, and he puts his optimism beyond the unpredictable things where anything can happen. By saying “I think your troubles are over” (p. 821, act 1), shows that he always has a positive thinking that Biff is going to make the deal even though the fact Biff has not meet Bill Oliver yet.

For all those two characteristics so far about Willy Loman, both attitudes are showing strength of a man in general. Despite all his miseries and the problems he has, he still has the spirits and the optimism to show toward his family. I could say that his spirit and optimism in business represents the soul of salesmen in general. Although it is not about his physical strength, his rejection against the reality that derives him into his downfall is the power that keeps him
feeling alive in his own world. Willy could not depend on his job anymore, and he still cannot get satisfied with his sons carrier, but with his optimism and enthusiasm, he shows his strength and it encourages himself and his both sons. This irony is revealed when Linda tells about her husband’s miseries to Biff and Happy.

LINDA: No, a lot of people think he’s lost his balance. But you don’t have to be very smart to know what his trouble is. The man is exhausted.
HAPPY: Sure!
LINDA: A small man can be just as exhausted as a great man. He works for a company thirty-six years this March, opens up unheard-of territories to their trademark, and now in his old age they take his salary away. (p.819, act 1)

What she says to her sons is true, Willy Loman is tired and exhausted; she even tries to say that he is already lost his mind, but in more implicit words she uses the term “balance”. From that conversation, the irony between two differences points of view is revealed: what Linda says to her sons describes the way other people see Willy Loman.

Linda knows exactly what happened to her husband, however, she lets Willy do what he wanted to do, because she knows that Willy still has the spirit which most of it relies on his sons, and the spirit is the one that makes him still “alive”.

WILLY: Gee whiz! That’s really somethin’. I’m gonna knock Howard for a loop, kid. I’ll get an advance, and I’ll come home with a New York job. Goddammit, now I’m gonna do it!.
LINDA: Oh, that’s the spirit, Willy!
WILLY: I will never get behind a wheel the rest of my life!
LINDA: It’s changing, Willy, I can feel it changing! (p. 823, act 2)
Her supportive words said to Willy are the only thing that Linda could do to keep her husband “alive”. Linda knows her husband deeply, and she knows that Willy does not like to hear something doubtful in the house. However, her act is actually just to show the feeling of pity toward her husband, because she already accepts the condition happened in the family.

2. Being full of spirit may help everything.

The general characteristic of Willy Loman is full of spirit, because it shown from the nature of him that Willy is a highly spirited person. There is no one in the family can deny this, he is the most enthusiastic person in the family, and he always enthusiasts toward his job he runs.

LINDA: But you’re sixty years old. They can’t expect you to keep traveling every week.
WILLY: I’ll have to send a wire to Portland. I’m supposed to see Brown and Morrison tomorrow morning at ten o’clock to show the line. Goddammit, I could sell them! *(He starts putting on his jacket.)* (p.807, act 1)

The enthusiasm toward his job in this conversation reveals that he feels he still has the power, physically and mentally, to reach his target for the job, he does not even take any attention toward what his wife said before, which to Linda, and her husband is too old for that job since he is sixty years old now. However, his enthusiasm to keep working does not help him sometimes since he is no longer get salary for his job.

The spirit full shown from his enthusiasm becomes his foundation toward the way he lives his life with all the problems he has. Although he has the spirit
which encourages his life to face his problems, his greatest enthusiasm is toward everything to do with business or money. This spirit basically supported by Ben’s appearance, without Ben, he would not be that enthusiast to be success. He sometimes tired toward what happened with his broken refrigerator of his car, but when it comes to talk about business, his spirit would raises above everything. Business is something he cannot avoid when it comes in front of his face, it can be seen every time he meets his brother Ben, yet, and he is the person who inspires Willy a lot.

BEN: At the age I had a very faulty view of geography, William. I discovered after a few days that I was heading due south, so instead of Alaska, I ended up in Africa.
LINDA: Africa!
WILLY: The Gold Coast!
BEN: Principally diamond mines.
LINDA: Diamond mines!
BEN: Yes, my dear. But I’ve only a few minutes...
WILLY: No no boys (young Biff and Happy appear.) Listen to this. This is your Uncle Ben, a great man! Tell my boys, Ben!
(p. 817, act 1)

Here, Willy’s enthusiasm and spirit is raised when Ben appears. Ben is his only brother, he is very successful, and it inspires Willy a lot, which at deeper effect, his spirit to be successful person is getting. That is the major cause why Willy is always enthusiastic about business, from Ben, he found his spirit, and the spirit would remains forever inside his business mind.

Among all his enthusiasm toward business, his spirit to live his family is one thing that he should had gain respect, he never tries to leave his job although
he is no longer get salary from the company, he has so much love toward his job as a salesman just the same as he loves his family.

3. Remembering the past is not always good.

As mentioned clearly in part A, Willy’s personality of being past-oriented also has the meaning. That message is about remembering the past time is not always good for people who enthusiastic to prepare their future.

Willy realizes that sometimes he does not get respect from his surrounding, and that happened in his old time. This condition totally different with his life in the past, which in the play described by Willy’s own story toward his sons, where he was very well-liked.

WILLY: You and Hap and I, and I'll show you all the towns. America is full of beautiful towns and fine, upstanding people. And they know me, boys, they know me up and down New England. The finest people. And when I bring you fellas up, there'll be open sesame for all of us, 'cause one thing, boys: I have friends. I can park my car in any street in New England, and the cops protect it like their own. This summer, heh? (p. 812 act. 1)

The fact that people start to ignore him truly bring him down sometimes, however, his desperate feeling is not merely caused by the external problem he has, but also supported by his incapability to control his ambitious feeling. His expectation which is fundamentally developed by his ambition totally different with the real life he must carry on. In his old time, Willy expects that everyone would always like him. He expects that he is still a good salesman. He expects his son Biff succeed to borrow the money from Bill Oliver, but beyond all of his expectation, none of them was true. One by one, those become his nightmare and
the only way to get out from those nightmares is by bringing his mind back into the past.

This habit reveals another characterization of Willy as a past-oriented person. Since the beginning of the play, Willy already indicates his static minded which he always look back into the past instead of open his mind more dynamic point of view toward the world around him. One of the examples is paraphrased from this conversation.

LINDA (trying to bring him out of it): Willy, dear, I got a new kind of American-type cheese today. It’s whipped.
WILLY: Why do you get American when I like Swiss?
LINDA: I just thought you like a change…
WILLY: I don’t want a change! I want Swiss cheese. Why am I always being contradicted? (page 808, act. 1)

This conversation does not explicitly describes the static of Willy Loman, however it is understandable that from the way he deny Linda’s offering, shows that Willy does not like change happened on his surrounding. He is not even to taste a little bit of the American cheese, instead of the Swiss one. It also paraphrased that Willy is not interested to try something new in his life. He rather enjoy what he already feel, and stick with its taste. There is no significant progress in his mind that Willy shows his past and present. He is a traditional person who stays on his own old-fashioned opinion until at the present time he lives. Ironically, it is no longer acceptable compared with other people’s opinion. The same thing also practiced on his living orientation. He always oriented about what he used to experience in the past, and when the changes come, he could not accept it with open mind.
The past-oriented mind of Willy Loman also revealed on the way he comments on the environment he lives. The place where everything is well developed following the urban lifestyle needs. This dialogue below may explain it.

WILLY : They should’ve arrested the builder for cutting those down. They massacred the neighborhood. *(Lost)*. More and more I think of those days, Linda. This time of year it was lilac and wisteria. And then the peonies would come out and the daffodils. What fragrance this room!
LINDA : Well, after all, people had to move somewhere.
WILLY : No, there’s more people now. *(p. 808, act 1)*

The changes that happened in his society where Willy and his family live are unacceptable for him. His house is now surrounded with the buildings, his sons have nothing to be proud anymore and he must face the condition where he does not make any salary from his job. This condition brought him up into depression. His mind is too obsessed and often disturbed by the remembrance would appear when he feels angry or disappointed. His past-life experiences are such healing drugs which calm him down from his anger caused by disappointment. Rather than living his real life which full of disappointments, he would enter his imagination of the past and enjoy his *dream of life* for a while.

WILLY : Remarkable. Ts. Remember those days? The way Biff simonizes that car? The dealer refused to believe there was eighty thousand miles on it. *(He shakes his head).* Heh! *(To Linda)* close your eyes, I’ll be right up. *(He walks out of bedroom.)* *(p. 808, act 1)*

And:

HAPPY : Isn’t that terrible? Don’t leave again, will you? You’ll find a job here. You gotta stick around. I don’t know what to do about him, it’s getting embarrassing.
WILLY : What a simonizing job!
(p. 811, act 1)

After Willy and Linda has an emotional conversation talking about Biff, Linda calm him down and take him to the bedroom. Instead of sleeping, Willy chooses to get out the bedroom and leave Linda for a while. The imagination of the past starts to appear inside his mind and he starts to remember the time when his two sons still very young and work together on the car as one happy family.

Willy has an experience of happy life before. It is something that he cannot forget easily. The warmth feeling he got from his sons, the beautiful house he lived, and the successful business he work. All those memories bring him into the space where he could live between the reality and the past at the same time. This phenomenon often happened when he feels depressed. His emotion often disturbed if there is something gone wrong. He also has a phobia which sometimes brings him into anxiety caused by his affair with other woman in Boston.

WILLY (noticing her mending):. What’s that?
LINDA: Just mending my stocking. They’re so expensive-
WILLY (angrily taking them from her) : I won’t have you mending stocking in this house! Now, throw them out!
(Linda puts the stockings in her pocket.) ( page 814, act. 1 )

Here, Willy suddenly aroused when he sees Linda mending her stockings. This phobia is triggered because there is something bothers Willy about his affair with a woman. In one occasion, Willy gives the stockings to the woman; however, that is not the reason for his phobia.
In scene two, Biff caught this affair accidentally, and he surprised to know the fact that his father gives his mother’s stocking to another woman. Since that incident, the relationship between Willy and Biff is ruined. Biff does not trust Willy anymore. That is the turning point of Biff, from his father’s proud become a lost young man, according to Willy.

The incident where Biff lost his trust toward Willy has become one main problem that Willy can not handle, morally and psychologically. He could not take that moral lesson form the incident, and he is psychologically disturbed by the fact that he caught by his sons while having the affair. Willy is not the one who psychologically disturbed; Biff also suffered the same, but in different way. Here, Willy see the problem selfishly, he does not want to be blame for what he had done, he chooses to hide this affair instead of being honest and regret to his wife, including to Biff, who clearly knows about his father’s attitude.

This secret remains hidden until his old days, and that causes a big pressure for Willy every time he sees Linda mending stockings or he meets Biff. The effect of handling such pressure is he often shows oppressive behavior toward Biff, and that is one problem that causes Willy and Biff’s relationship break down for a long time.

4. Having a big ambition may support life.

Another moral lesson of Willy’s characterization can be seen is ambitious. He is a man with dream, and he has his own idealism in living his life as a salesman and a head of a household. Business is his only interest, and to raise his
children to get down into business is one of his willingness. Looking back to America at that time, the myth of success called “The American Dream” was very popular among the society. Implicitly, to reach the American dream is his objective, at one period of time, he succeed, by the fact that he owned a Chevrolet, a happy family, a good job and living in their lovely house. Although he is lucky enough to possess them, his ambition is not fully fulfilled yet, remembering his sons is still too young at that time, generally speaking, he still has ambition to raise his sons and see his sons life settled.

WILLY: There’s no question, no question at all. Gee, on the way home tonight I’d like to buy some seeds.

LINDA: (laughing). That’d be wonderful. But not enough sun gets back there. Nothing’ll grow anymore.

WILLY: you wait, kid, before it’s all over we’re gonna get a little place out in the country, and I’ll raise some vegetables, a couple of chickens…

LINDA: You’ll do it yet, dear.

Willy walks out of his jacket. Linda follows him.

WILLY: And they’ll get married, and come for a weekend. I’d build a little guest house. ‘Cause I got so many fine tools, all I’d need would be a little lumber and some peace of mind. (p. 823, act 2).

To have a real good life is his goal, he always dreams of living in a peace country side. However, it is too far to think that it would be his ultimate ambition, as a salesman, he knows what he want, and he know what he must reach as a salesman. His ambition is inspired by another “idol” in a salesmanship.

WILLY: Oh, yeah, my father lived many years in Alaska. He was an adventurous man. We’ve got quite a little streak of self-reliance in our family. I thought I’d go out with my older brother and try to locate him, and maybe settle in the North with the old man. And I was almost decided is name was Dave Singleman. And he was eighty-four years old, and he’d drummed merchandise in thirty-one states. And old Dave, he’d go up to his room, y’understand, put on his green velvet slippers—I’ll never forget—and pick up his phone and call the buyers, and without ever
leaving his room, at the age of eighty-four, he made his living. And I saw that, I realized that selling was the greatest career a man could want.” (p.825, act 2)

It makes sense that from the story about Dave Singleman which Willy told to Howard, reveals Willy’s ambition to be a real settled salesman and made a true living from a salesmanship as occupied by Dave, so it is clear that his ultimate ambition is not about living in a country. Ironically, Willy Loman only takes one principal of salesman, which to him; it is the most important quality.

His principal reveals his ambitious minded is on the way he adsorbs and practices it toward his environment. He believes that personal impression means everything in salesmanship. However, he swallows this principle deeply and practices it in subjective way, but he does not put the value of other people’s objective point of view.

WILLY: That’s just what I mean. Bernard can get the best marks in school, y’understand, but when he gets out in the business world, y’understand, you are going to be five times ahead of him. That’s why I thank Almighty God you’re both built like Adonises. Because the man who makes an appearance in the business world, the man who creates personal interest, is the man who gets ahead. Be liked and you will never want. You take me, for instance. I never have to wait in line to see buyer. “Willy Loman is here!” that’s all they have to know, and I go right through.

BIFF: Did you knock them dead, Pop?
WILLY: Knocked ‘em cold in Providence, slaughtered ‘em in Boston. (p. 812, act 1)

With his own understanding on personal attractiveness, he equips his son, Biff with the propaganda of being well-liked. Willy is much psyched about being well-liked, and as the fundamental basic of his ambition, he put the term of being-liked as the foundation for him and his sons to gain success in the future.
However, he teaches and practices this foundation without giving the right moral lesson toward his sons.

His ambitious character is also developed by his status as a salesman. A salesman work to sell his products as much he could, and that is one influential aspect makes Willy still expect for successes. Since he psyched and ambitious about being well-liked, the quality that he offered to the society is his personal attractiveness instead of moral quality and working capability, and that is one thing that Willy tried to invest on his sons.

Although Willy has his own ambition, he is incapable to reach it in his old days, and that makes him depressed. His ambitious way to reach his ambition is contradictory with the real fact that nobody likes him anymore.

WILLY: I know when I walked in, they seem to laugh at me.
LINDA: Why? Why would they laugh at you? Don’t talk that way, Willy.
Willy moves to the edge of the stage. Linda goes into the kitchen and starts to darn stockings.
WILLY: I don’t know the reason for it, but they just pass me by. I’m not noticed. (p. 813, act 1)

His thought about being ignored by other people is something disturbing in Willy’s mind as a salesman. This fact is truly contradictory with the idea of personal interest which he taught to Biff. However, he does not accept the other people’s ignorance as a lesson to do personal introspection and change his way of thinking, which if he does it, his ambition could have been possible for him to reach. He also does a thing which is unusual for a normal person. At night, Willy plants seeds in the garden. For a normal person, his behavior does not make a
sense because people usually plant seeds at noon. The following dialogue shows it.

_Hammering is heard from outside the house, off right. Biff turns toward the noise._

LINDA (*suddenly pleading*): Will you please leave him alone?

BIFF: What’s he doing out there?

LINDA: He’s planting the garden!

BIFF (*quietly*): Now? Oh, my God!

_Biff moves outside, Linda following. The light dies down on them and comes up on the center of the apron as Willy walks into it. He is carrying a flashlight, a hoe, and a handful of seed packets. He raps the top of the hoe sharply to fix it firmly, and then move to the left, measuring off the distance with his foot. He holds the flashlight to look at the seed packets, reading off the instructions. He is in the blue of night._ (p.838, act 2)

The scenes when Willy plants seeds at night and when he makes a conversation with Ben are the last things which are done by Willy before he starts his car engine, moves away at full speed, and smash his car into death. It is the climax of Willy’s feeling depressed. For him, it is useless to live if he cannot make his family happy. Suicide is one way out because he thinks that there is money insurance that will be paid for his family. It has been said previously that Willy experiences mental disorder (schizophrenia). His action to commit suicide has a relation with the theory that states “schizophrenia is also linked to psychotic depression where depressed patients feels sad and unhappy and it carries with a serious danger of suicide” (Chapman, 1997:493). In a deep depression of his life, Willy thinks that there is nothing more worth doing for his family than to sacrifice his own life.

Suicide is not the best way to solve problems in life. Those who commit suicide may believe that after suicide, they can live happier because they lost their
pain. However, suicide, in most cases is the expression of emotional disorder. Usually, those who hurt themselves feel that their body and fate make them painful. They are angry and hurt themselves. Actually, every problem in human life has its solution. The fact is that sometimes those who are desperate think that there is no way out. And even when it is hardly any way out, human may not commit suicide since human cannot see what is going to happen in the future. Committing suicide means that human has become a coward to face life courageously. What human can do in such a situation is to be patient and courageous.
CHAPTER V

CONCLUSION

Become successful person is a man's greatest dream. Some people would do anything to reach their success, although sometimes they have to put aside the moral ethic to reach it. A man's success depends on many factors, but the most influential factor to reach success is the fundamental thing of human behavior itself. The meaning of success can be different in every human being, depends on his point of view which is deeply connected by the character of the person itself.

Every single activity in this world always has limited by moral, but different people makes different respect on moral also, it all depends on their characters, understanding capability, and their psychological behavior.

Arthur Miller's *Death of a Salesman* is a play which tries to show the moral of humans regarding their way to reach success. The analysis on the characterization and finding the moral values as revealed on Willy Loman as the main character is something that greatly related to psychological behavior of the main character that is taken on its right or wrong by the moral aspect.

Seen from his attitude in the whole play, Willy has many problems that he can not face in his life, but actually, the problem comes from himself, which in this case, the writer uses the term as internal factor. Although there are some small problems caused by the external factors such as broken car and refrigerator, they are not significant factors that influence his downfall. The internal factor is coming from his mind that the writer concludes from the analysis on his
characterization. Willy Loman represents human behavior in two different sides. At one side, Willy shows encouraging spirit of human in facing his life. Willy shows his spirit of a salesman who never gave up his life toward toss. He is not only encourages his spirit toward himself, but also toward his son. This self encouragement practically makes a high self confidence to Willy.

The other positive moral value of Will Loman is being optimistic. Willy never thinks about failure in every plan he has. He does not see that a failure is something to be talked about. This attitude is something that the other characters in the play do not have. His highly spirited and optimistic characteristics are not just to represents his personality, it also represents the spirit and the soul of salesmen and business people in general. He is the only character who has such big will. Unfortunately, his optimism is covered by the other disturbing attitudes he express toward other people around him. His optimism and spirit are not supported by a good understanding of social and moral value in his environment. This part concentrates on the causal effect of the crash and to answer whether his death is actually an accident or a suicide psychological behavior and the evidences found in the play, there is no evidence that Willy's death is a suicide.

The conclusion that Willy Loman's death is not a suicide is from the analysis both on Willy's based on his driving behavior and the incident happened at the crucial moment before he drives his car out of the house and crashed. The incident is the most influential moment where Willy could not control himself between the anger caused by the reality and the appearance of his hallucination, Ben. The disappearance of Ben at the end triggers Willy's madness and it causes
disturbing voices inside his head. He drives his car in search of Ben and his
dream. At this crucial moment, he become illogic, his body lives in the real world,
but his mind is already lost in chasing of his own dream, in that condition, an
accident could never be avoided. The process he died becomes significant since
his death is ironical, yet pathetic. He uses the method of selling in order to
impress other people. He uses sales-talk to promote himself as a great person. In
the play, what he actually sells is not merchandises, but he sells his personality,
his past, and his words using his sales-talk as the way a salesman offers his
products. Easily speaking, he says all the sweet words to other people, tells the
good things about him in the past, in order people would believe, and the input he
gets is respect and being liked.

What happens to Willy Loman as the main character in this play can be a
good model for us. He had a successful life as a salesman in the past but as time
goes by, his golden era has passed and he cannot do his job as good as he used to
be. It continually disturbs his mind and he often does something ridiculous.

Unfortunately, he cannot keep his healthy mind to try to solve his problem
and chooses to commit suicide. In relation to Willy Loman's case, we have to face
many difficulties in life even though it seems so dark and heavy for us. How hard
our life is, we should keep our healthy mind to try to get over it and never give up
to it. The actions, the behavior, and the words said by Willy are mirrors for
someone who meets his downfall in a tragic way because of his phony dream that
pursued by a phony way of thinking.
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The play begins when Willy Loman, a sixty years of age traveling salesman, comes home early to his house one night. He brings his two large sample cases into the kitchen. His wife, Linda, who has stirred in her bed, realizes Willy’s arrival. She gets worried, and then she calls out him and asks him why he comes home early. Willy says that nothing has happened to him except that he is tired. Willy then tells that he had driven only a short distance on his way to New England. When he had trouble to drive the car, he thought that he had to turn back. Knowing what happened, Linda urges Willy to ask for a place in the company’s headquarters in New York and Willy says he will. Then Willy remembers about the arguing between him and Biff when he asked Biff to make any money. Now Willy is still upset about the arguing so that he asks Linda about Biff’s reaction after their arguing. He also says to Linda that Biff is a “lazy bum” because of his disappointments to Biff. However Linda is on Biff’s side by saying that Biff has to find his self identity. Afterwards, Willy talks nostalgically about the time when there were elm trees and a garden in backyard. The Willy feels boxed in a new apartment house.

While on the upstairs, Willy’s two sons, Biff and Happy who are asleep in their old room are awakened by their parents’ voice on conversation. They begin to worry about their father’s strange behavior. Then they start to talk about their father’s strange behavior, the job and also their ideas how they could get some
money. In the middle of their conversation, they hear Willy talking to himself loudly in the kitchen. Willy is reliving a scene from the past when his two sons were still teenagers and when his job was still doing well.

Happy comes downstairs try to calm Willy. He also promises to his father that he will make enough money so that Willy can retire. Then Charley arrives from next door in his bathrobe because he heard the noise in Willy’s house. Charley is Willy’s neighbor who is really concern about Willy problems. After Happy goes to bed, Charley offers Willy a job but Willy refuses it. Suddenly Ben appears. Ben is Willy’s dead brother appears to Willy’s imagination. This condition makes Willy listen to the both Ben in his mind, and Charley in the kitchen at the same time. In order to cover up his behavior, Willy accuses Charley of cheating their game. With the feeling of annoyed Charley leaves Willy who then frees with his imagination with Ben.

Although Ben is already gone from his imagination, Willy is still talking to himself as Linda with her nightgown and robe, enters the kitchen to see Willy. Linda tries to make Willy calm. Then Biff and Happy come downstairs as Willy goes to take a walk. For the first time Linda, Biff and Happy talk honestly about Willy. Linda tells about Willy’s way to try killing himself. Then, she asks her two sons to support their father. Feeling guilty, Biff promises to stay in New York and start the business.

Willy comes in and gives some comments on what his wife and sons have been said which he has overheard. Biff decides to leave home forever after he hears his father’s words which always criticize him. However Happy has an idea
and without consulting Biff, he says that Biff is going to see Bill Oliver to look for a job. Biff cannot avoid that and he says so. But then Happy has another idea that is he and Biff will start a new business together. In order to start the plan, Biff will go to see Bill Oliver to borrow some money for the financial capital. Willy looks happy after hearing his sons’ plan.

In the next morning Willy wakes up after Biff and Happy gone. When he is ready to leave after breakfast, he says to Linda that he is going to ask his boss to take a place in New York. Linda then reminds him about the dinner with his sons. In fact Willy fails to get the job because there is no place in New York and even Willy’s boss asks him to retire. Feeling exhausted, Willy is remembering his past life when Ben, his dead brother, offered him a job, but Willy refused it. Back in present, Willy is now in Charley’s office. Willy wants to borrow some money from Charley. After gets a long conversation and arguing each other, finally Willy gets the money that he borrowed from Charley.

While, in the restaurant, Happy orders a special lobster for the dinner to celebrate the business he and Biff plan to start. Afterwards, Biff comes in and tells Happy that he failed to borrow some money from Bill Oliver. Bill Oliver did not remember him anymore. It makes Biff realizes that he was not a salesman for Bill Oliver but only a shipping clerk. Then, Willy arrives at the restaurant, Biff then tells the fact that he was failed. Willy also tells Biff that he was fired. For Willy, those facts are very hard to face. Willy then remembers his infidelity to his family. When Willy starts to remember that, he hurries go to washroom in the restaurant.
Biff and Happy then leave Willy alone there. In the washroom Willy is remembering his past life when Biff knew his infidelity.

Linda knows what has happened in the restaurant. She is very angry with her two sons. Biff then wants to talk to his father and Linda tells that Willy is planting in the garden. While Willy is planting seeds, in his daydreaming he has a conversation with his dead brother, Ben. Willy tells about his life insurance to Ben. Willy thinks that his insurance makes him worth dead than alive. Finally, Will commits to suicide and hopes that his family will get his life insurance.

In the end of the story, tells about Willy’s funeral. There are only few people whose come to Willy’s funeral, they are Willy’s neighbor who is Charley and Bernard, and the Lomans family Linda, Biff and Happy. It is hard for Linda to face Willy’s dead indeed why Willy commits suicide. She really does not understand the way Willy killed himself. Charley wisely give advice to Linda that everyone has their own way to make their own decision.