

## ABSTRACT

This thesis focused on conversation analysis in Cross-Cultural Meetings which is a communication between two or more different cultures, at Chevron Indonesia Company. The subject of the research is the meetings between Local-Local speakers and Local-Expatriates speaker who might produce different style of conversations. The purpose of this research is to find out the conversational patterns in giving a talk and their responses in the meetings. The primary data is focused on the Expatriate-Local meetings and the secondary data is the Local-Local meetings as the subject of comparison in giving a conversation. Both of the meetings are transcribed into a dramaturgical transcription based on Jefferson's theory (1978) in Renkema (2004). Afterwards, the transcription are analyzed using a conversational analysis (CA) theory in which the elements give us ways to discover the conversational style such as backchannels, pauses, overlaps and turn taking that are produced by the speakers of the meetings. The result of the analysis shows that the men have tendency to give more responses and pauses than the women based on both meeting of Expatriate-Local and Local-Local meeting. In addition, the Expatriate-Local meetings also give the highest frequencies to overlap than the Local-Local meetings. For the turn taking which is analyzed only based on Expatriate-Local data meeting, there are some differences in the way to signal that their talk is about to end and get the floor between the expatriate's and local speaker.

Keywords: Pragmatics, Conversation Analysis, Turn taking, Backchannels, Overlaps, Pauses.