

## APPENDIX

### Appendix for Problem Formulation 1

No	Quotes	Forms	Minutes	Refference	Comment
1.	<p>Chi Fu : The Fa family!</p> <p>Mulan : (softly) No!</p> <p>Fa Zhou: I am ready to serve the Emperor.</p> <p>Mulan : Father you can't go!</p> <p>Fa Zhou : Mulan...</p> <p>Mulan : Please Sir, my father has already fought bravely for the emperor.</p>	Dialogue	<p>(00:14:59)</p> <p>-</p> <p>00:15:25)</p>	Assertive is Someone that strongly expresses their opinions so that others will notice declaring or positively stating something (Ottoson and Cheng 16)	Fa Zhou as the only male in the family must accepts the task. But, Mulan as a woman shows her assertiveness with prohibits her father going to war. Even though, She asks to the Messenger in order to prohibit her father going to war because he is still has an injury.
2.	<p><b>Mulan:</b> why isn't anyone saying anything?</p> <p><b>Fa Li:</b> Mulan...</p> <p><b>Mulan:</b> (standing: to Fa Zhou) you shouldn't have to go. There are plenty of young men to fight for China!</p> <p><b>Fa Zhou:</b> it is an honor to protect my country, and my family.</p> <p><b>Mulan :</b> so you'll die for honor?</p>	Dialogue	<p>(00:16:58)</p> <p>-</p> <p>(00:17:09)</p>	Assertive is Someone that strongly expresses their opinions so that others will notice declaring or positively stating something (Ottoson and Cheng 16)	Mulan shows again her assertive when gathering time with family, she express her opinion about her father that he was forbidden going to war. When her father still want to fighting, after prays to the ancestors she decided to cut her hair, takes his father's war shirt and dresses like a man to substitutes her father joining the military.

3.	<p><i>(Director-Direction)</i>  INT. FA ZHOU'S BEDROOM  Mulan approaches her sleeping parents and replaces the conscription notice on her father's nightstand with her hair comb.  INT. FRONT ROOM  Mulan removes her father's sword from its sheath and stretches out her long hair.  Then slash! She cuts her hair  KAHN'S POV  The figure move forward, revealing Mulan dressed in her father's armor.  EXT. CORTYARD GATE  Mulan and Khan burst through the front gate.</p>	Director Direction	(00:18:23) - (00:19:30)	Brave is a person that is admired for doing something good or brave, for example saving someone or doing something that is dangerous. Someone who inspires fear by making someone else be afraid of him / her (Ottoson and Cheng 16).	Knowing her father still want to fighting, she prays to the ancestors and then cut her hair, takes his father's war shirt dresses like a man and Mulan replaces her father to join the military to serve the imperial city. And the picture below is show the portrayal of the situation.
4.	<p>Mulan : (gasps) they finally gain some solid footing. Then Mulan turns and sees a body sliding down the slope.  Mulan : Shang!  (She rides up to him, lifts him onto the horse).</p>	Dialogue and Director Direction	(00:57:55) - (00:58:00)	A person that is admired for doing something good or brave, for example saving someone or doing something that is dangerous. Someone who inspires fear by making someone else be afraid of him / her (Ottoson and Cheng 16).	When the big ice avalanche happen. Mulan can survive with her horse. Even though, she valiantly takes a risk for helping Shang who is being dragged down by the avalanche.

5.	<p>(INT. MAIN ROOM)  Mulan looks around  She runs in another direction, blowing on her arm.  She stops as she spots her dog lying on the ground.  On an adorable little, stupid dog.  The dog pants excitedly. Mulan picks up a bag of grain.  Tying the bag to tail of dog and a chicken leg over his head,  She opens the door.  As the dog chases the chicken leg into the yard, the grain bag breaks, sending the chicken into a feeding frenzy.</p>	Director And Direction	(00:03:21) - (00:04:00)	<p>INTELLIGENCE  According to Robert J. Sternberg, “Intelligence is one’s ability to learn from experience and to adapt to, shape, and select environments” (19).</p>	<p>Mulan is feeding the chickens in the morning with her intelligence. She picked up a bag of grain, tying the bag to tail of dog and a chicken leg over his head. Then she opens the door as the dog chases the chicken leg into the yard, the grain bag breaks, sending the chickens into a feeding frenzy.</p>
6.	<p>Mulan turns to leave when she spies the arrow atop the pole. Determined, she starts to climb the pole. She falls then gets an idea. Tying the stone discs together, she uses them to pull herself up the pole. The men come to watch, admire, and be motivated by her.</p>	Director- Direction	(00:40:19) - (00:40:40)	<p>According to Robert J. Sternberg, “Intelligence is one’s ability to learn from experience and to adapt to, shape, and select environments” (19).</p>	<p>The moment in the training camp. When there is no army can reach the arrow in the top of pole, Mulan can finish the task perfectly with smartest idea. It admired and motivate to another army in training camp. Mulan become the best army in training camp.</p>
7.	<p>Mulan pushes Yao aside and GRABS the cannon.  Yao : Hey!</p>	Dialogue And Director	(00:55:24) - (00:56:35)	<p>According to Robert J. Sternberg, “Intelligence is one’s ability to learn from experience</p>	<p>Mulan’s intelligence also show when the soldiers are against the Hun army. Shang dictates that the</p>

	<p>She runs towards the Huns. : Ping! Come back! ... Ping! Shang : Stop! Mulan start to light the flint when Mulan grabs Mushu and pulls on his tail. WHOOSH! A flame shoots of his mouth and light the fuse. WHAM! The rocket lodges into an overhanging mountain top. The Mountain suddenly explodes and crumbles causing a huge avalanche.</p>	Direction		and to adapt to, shape, and select environments” (19).	last cannon should be aimed at Shan Yu. But Mulan disobey the command after she looks at the reflection of the mountain in her sword and gets an idea. She brilliantly realizes that she can create an avalanche by shooting the cannon at the mountain. And it will wipe out not only Shan Yu but also all the entire Hun army.
8.	<p>Mulan : Hey guys, I’ve got an idea! Close on a face with stubble, being painted with lip paint. Close on bracelets being slipped onto hairy forearms. As the five soldiers use their shades to climb the pillars the way Mulan climbed the pole during training.</p>	Dialogue And Director- Direction	(01:09:38) – (01:10:15)	Problem solver is a person that find ways to solve problems (Ottoson and Cheng 16)	Mulan have an idea to enter the palace. She dress her friends disguise as imperial servant women in order to flam the enemy. They use their shades to climb the pillars as their training reaching arrow in atop of pole. The advice of Mulan is used by her friends and success to beat the enemy.
9.	<p>Mulan : (standing: to Fa Zhou) you shouldn’t have to go. There are plenty of young men to fight for China! MULAN’S POV Her parents silhouetted in the window. Fa Zhou tries to console Fa Li, only she tears away from him. A beat</p>	Dialogue and Director Direction	(00:17:00) – 00:18:22)	Independent is someone who is self-sufficient and does not depend on other people for home, food, and money etc. (Ottoson and Cheng 16).	Mulan is obeying all the family's desire to bring an honor for her family by becoming a woman as expected in their culture. But, unfortunately she is failed. She feels it does not fit with his character. In the dining room Mulan prohibits her

	<p>before Fa Zhou blows out a candle, sending the room into darkness.</p> <p>MULAN Takes this in as the rain spills down her face. She can't just sit by... she makes her decision.</p>				<p>father joins the army to serve the imperial city, but her father still strongly defend his desire. Finally Mulan shows her independent. She decides to do all the things following her own path. She replace her father to join army for bringing the family honor by disguised into the man and going to war to be a hero for her country and bring an honor to her family.</p>
9.	<p>Shang : Yao... aim the cannon at Shan Yu! As Yao sets his sights... Mulan pushes Yao aside and GRABS the cannon. Yao : Hey! She runs towards the Huns. Shang : Ping! Come back! ... Ping! Shang : Stop! Mulan plants the cannon and aims at Shan Yu Mulan start to light the flint when BAM! The Falcon KNOCKS it out of her hands and sends Mushu flying back into the snow. Mulan grabs Mushu and pulls on his tail.</p>	<p>Dialogue and Director-Direction</p>	<p>(00:55:18 – 00:56:25)</p>	<p>Independent is someone who is self-sufficient and does not depend on other people for home, food, and money etc. (Ottoson and Cheng 16).</p>	<p>Mulan and friends attached by Huns army, they just only have a last cannon left. Shang commands Yao shoot the last cannon to Shan Yu but Mulan is disobeying the command. She takes control the cannon and shoots to the overhanging the top of mountain that makes a huge avalanche and spill all the Huns army. Mulan doing what she want as her independent way following her own path.</p>

10.	<p>Mushu : No time to talk. Now remember it's your first day of training, so listen to your teacher, and no fighting play nice with the other kids... unless, of course, one of the other kids want to fight, then you have to kick the other kid's butt.</p> <p>Mulan : But I don't want to kick the other kids' butts.</p> <p>The soldiers, in perfect unison, complete elegant, skilled martial arts and leaps into the air.</p> <p>Mushu and the cricket relax on lounge chairs, satisfied.</p> <p>Shang : they completed the training.</p>	<p>Dialogue</p> <p>Director Direction</p> <p>Dialogue</p>	<p>(00:35:28) - (00:35:38)</p> <p>(00:41:05 - 00:41:06)</p> <p>(00:44:44) - (00:44:45)</p>	<p>Physically Strong <i>is</i> Something shows that the character is strong, by example moving heavy objects, hitting something etc (Ottoeson and Cheng 15).</p>	<p>This is the moment when Mushu gives advice to Mulan in the first day of Mulan joining in the training army.</p> <p>And finally the training camp has completed. And Mulan did it very well and ready to fight. She really shows her strongest by finishing the training camp.</p>
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11.	<p>Mulan : The Hun's are alive! (motioning) They're in the city!</p> <p>Shang: what? (then; dismissive) you don't belong here, Mulan. Go home.</p> <p>Mulan : Shang I saw them in the mountains. You have to believe me!</p> <p>Shang : why should i?</p> <p>Mulan : why else would I comeback? (Then) you said you'd trust ping... why is Mulan? Any different?</p> <p>Mushu : hey, where are you going?</p> <p>Mulan : to find someone who'll listen.</p>	Dialogue	(01:06:37) - (01:07:26)	<p>Hard Work</p> <p>according to Thomas et al. represents a merit based explanation for career success because enhancing a person's competency through job-related knowledge, skills and abilities should be rewarded in the career contest (14).</p>	<p>After her disguised is known by her friends, Mulan were left behind by her friends' army because she considered traitorous to the country. However Mulan have seen the Hun army rises again after got the avalanche. Mulan tries to tell her friends that the Hun army rises again. They already exist in the city. However, no one believes in Mulan again after the lies she does. Mulan keeps trying even though there is no one believes her.</p>
12.	<p>Mulan</p> <p>She can't just sit by...she makes her decision.</p> <p>(int. Fa family temple) Direction-director (p21)</p> <p>She says a prayer to the ancestors, then hurries out.</p> <p>(int. Fa Zhou's Bedroom)</p> <p>Mulan approaches her sleeping parents and replaces the conscription notice on her father's nightstand with her hair comb. (int. front room)</p> <p>Mulan removes her father's sword from its sheath and stretches out her</p>	Director Direction	(00:17:40) - (00:19:11)	<p>Pragmatic</p> <p>According to Laurence R. Horn and Gregory ward, they state that pragmatic is the study of context-dependent aspects of meaning which are systematically abstracted from in the construction of logical form (1).</p>	<p>After knowing the conscription task aimed to every family. Mulan decides to steal the clothes of his father's wars, disguise becoming men and set out for the task of replacing his father conscription. She does it because pity on her father who still sick on his leg. She is determined to do it without thinking of the risks that will face in the future.</p>

	<p>long hair  She cuts her hair; it spill to the floor.  She ties it up, then goes to her father's closet, staring at awe at his armor. She puts it on and holds his sword.</p>				
13.	<p>Mushu : oh no, this is not a good idea. What if somebody sees you?  Mulan : just because I look like a man doesn't mean I have to smell like one!  Surfaces from the water, shoulder high.  Mulan : (refreshed) ahhh....</p>	<p>Dialogue  And  Director  Direction</p>	<p>(00:42:13)  -  (00:42:31)</p>	<p>Pragmatic  According to Laurence R. Horn and Gregory ward, they state that pragmatic is the study of context-dependent aspects of meaning which are systematically abstracted from in the construction of logical form (1).</p>	<p>In her disguise, she takes off her clothes and bathing in the Lake near camp workout. The Mushu has prohibited her but she does not care. Her disguise was almost caught by her friends when they also join bathing in the lake. Fortunately she is still has saved after directly she goes out from the lake covered by the horse and finishes her bathing.</p>



## Appendix for Problem Formulation 2

1.	Director – Direction: Mulan collapses, exhausted. Shang hands her Kahn’s reins through the following. Mulan turns to leave when she spies the arrow atop the pole. Determined, she starts to climb the pool. She falls.	Director and Direction	(00:40:06) – (00:40:25)	Physically weak: when a person is unsuccessful using bodily strength. For example, incapable of opening a jar or carrying a big box or similar actions. (Ottoson and Cheng 15).	In the first time Mulan joining army Mulan is still weaker. She gets difficulty in the lifting weights training.
2.	Mulan joins a row of girls approaching the matchmaker’s room. The girls bow down with parasols, waiting...	Director and Direction	(00:08:43) – (00:09:05)	Physically weak: when a person is unsuccessful using bodily strength. For example, incapable of opening a jar or carrying a big box or similar actions. (Ottoson and Cheng 15).	It portrays all young women in the society is show their weaknesses and graceful in order to make interest from the matchmaker.
3.	INT. MAKE UP ARTIST’S SHOP Two make up women paint Mulan’s face. She holds a mirror up. Mulan is the perfect porcelain vision, like all the other girls.	Director and Direction	(00:06:52) – (00:06:57)	Physically attractive: The character is described as beautiful/attractive by another character. (Ottoson and Cheng 15).	It represent the moment when Mulan is asked to make her appearance looks beautiful by grooming in the beauty salon before joining the matchmaker.
4.	Chi Fu : Silence! (to Fa Zhou) you would do well to teach your daughter to hold her tongue in a men’s presence.		(00:15:26) – (00:15:32)	Submissive is when someone is obeying someone else without questioning their authority. (Ottoson and Cheng 15).	is shows the situation which is Mulan disobey the rule of the society to be obedient. And it can conclude that the society want the women to be submissive

	<p>Fa Zhou looks ashamed. Fa Zhou : Mulan, you dishonored me.</p>	Dialogue			and obedient to men.
5.	<p>Fa Zhou : Mulan, Shouldn't you be in the village? The time has come for you to carry on the family honor.</p> <p>Mulan looks up at him. She wants to please him.</p> <p>Mulan : (small smile) I won't let you down, Baba.</p> <p>Full of hope, they sip their tea.</p>	Dialogue	<p>(00:04:45 – (00:04:55)</p>	<p>Dependent: someone that depends on someone else, for example a home, food and money or other things. (Ottoson and Cheng 15).</p>	<p>The dialogue is shows the portrays of Mulan family ask Mulan joins the matchmaker competition in order to get a good husband. It can assumed that the society is depends on good husband for their daughter happines and the family honor.</p>
6.	<p>Mulan : No! Please, sir, my father has already fought bravely for the emperor. Chi Fu : Silence! (to Fa Zhou) you would do well to teach your daughter to hold her tongue in a men's presence. Fa Zhou looks ashamed. Fa Zhou : Mulan, you dishonored me.</p>	Dialogue	<p>(00:15:01) – (00:15:35)</p>	<p>Ashamed: someone feels shame or embarrassment due to something he/she has done. (Ottoson and Cheng 15).</p>	<p>The dialogue is portrays when Mulan consider have no ashamed feeling by society by speaks up and interrupt the affair of men. It also shows if the society want that women are hoped have ashamed feeling.</p>

7.	Mulan : Father, you can't go! (addressing Chi Fu directly) Please, sir, my father has already fought bravely for the Emperor.	Dialogue	(00:15:21) – (00:15:26)	Afraid, fearful: when someone is nervous or afraid to get hurt or that something bad will happen. (Ottoson and Cheng 15).	The dialogue shows when Mulan feels afraid and worried to her father if he goes to join army because her father is still injured.
8.	Grandmother : Mulan is gone! Fa Zhou : what? It can't be... (painful wailing) Mulan! No ..... Fa Li : you must go after her she could be killed!	Dialogue	(00:19:38) – (00:20:06)	Afraid, fearful: when someone is nervous or afraid to get hurt or that something bad will happen. (Ottoson and Cheng 15).	The dialogue portrays when as Mulan's mother, Fa Li is crying because worried about Mulan condition and afraid if something wrong happens to her daughter
9.	The crowd murmurs. Fa Zhou hands his cane to his wife. Gathering his strength, he steadily walks forward. Fa Zhou : I am ready to serve the Emperor. Fa Zhou : It is an honor to protect my country and my family. Mulan : so you'll die for honor? Fa Zhou : (voice rising) I will die doing what's right!	Dialogue         Dialogue	(00:15:17) – (00:15:20)         (00:17:03) – (00:17:12)	Victim: Someone that needs to be saved because he/she is being hurt or tortured by someone (Ottoson and Cheng 15).	From the dialogue, Fa Zhou realize that women are the weaker and always be victim. Therefore, as the only man in his family, he shows his responsibility to protect her family and her country.