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## Understanding the hidden meaning of *Death of a Salesman*: Derrida's deconstructive approach

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Article Info	Abstract
Article History: Received 28 July 2022 Approved 25 October 2022 Published 31 October 2022  Keywords: deconstructive approach, American dream, modern period	This paper focuses on analyzing the drama script entitled <i>Death of a Salesman</i> as one of the representations of literary work in the modern period using the deconstructive approach. The purpose of this study is to figure out the hidden meaning about the American Dreams represented by Willy Loman. The method used in this paper is descriptive qualitative. This paper uses deconstructive approach from Jacques Derrida. The result of this research shows the belief of the American Dreams cannot be applied in the modern era to all of Americans.  Most Americans hold a strong belief that everyone will get a happiness and a successful life in America. This deconstructive analysis finds a hidden meaning that the belief of the American Dreams could not guarantee the success of people who live in America. <i>Death of a Salesman</i> represents the character of Willy Loman as an American who fail to accomplish his success to be a salesman, a husband, and a father.

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#### **INTRODUCTION**

America experienced a major depression in the 1920s or what we know as 'the Great Depression'. In that period of time, America promises a better life and success for the citizens in the future. According to Adams (Adam, 1931), in his book *The Epic of America*, dreams for many Americans are an integral part of their identity and the dream has a very important function in American culture. America is said to be a country that becomes "... a dream of a land in which life should be better and richer and fuller for everyone". The land of dreams here means that all people can accomplish the success they want by having a decent life in terms of economics and a pleasant life on the land of America.

America is a country that is said to be a land of dreams because everyone has the opportunity to achieve success and a better life, especially in the economic field. Everyone must have dreams or ideals in his life. The basic concept of the American dream is about a dream of hope of success and victory (Kasiyarno, 2014).

There are three important things in general in the ideal of the American dream, namely endless opportunities, progress (life should keep getting better and better), and the independent (self-reliant individual will triumph). Endless opportunities here means that America is a new paradise as a land that promises beauty and a variety of unlimited resource. Next is progress, which is a good thing that can be optimistically expected that life must be even better. And the third dream is about an independence that every individual will

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succeed so that everything is possible for someone who believes in the strength and potential they have (Amadeo, 2017). All of the issues of those American dream problems raised in Arthur Miller's *Death of a Salesman* play.

However, the depression in the 1930s seemed to break the promises America had made to its citizens (Miller, 1949). The American dreams also fade. The complicated problem of the American dream is also inseparable from literary works which also take several themes about the struggle to achieve the American dream, which is to achieve success in all respects, especially in the economic field.

Arthur Miller as a playwright also chose the theme of the American dream as outlined in his play entitled *Death of a Salesman*. Arthur Miller was born in New York City in 1915 and attended the University of Michigan. *Death of a Salesman* is a play script that was published in 1949. He has won the New York Drama Critics Circle Award, and in 1949 he was awarded the Pulitzer Prize for this drama.

Miller also experienced Great the Depression of America in the 1920s. His father owned a successful coat manufacturing business, and his mother was an educator and novelist. The rich Miller family lost almost everything in the Wall Street Crash in 1929. This Wall Street Crash was an economic depression that occurred when the stock market crashed in October 1929 on the Wall Street stock exchange which caused the loss of millions of investors. This incident made them have to move from Manhattan to Flatbush, Brooklyn. Miller also struggled with a difficult life by doing odd jobs after graduating from high school. He had to save money to continue his education at the University of Michigan. Some of the characters in Death of a Salesman are inspired by the characters of the people around him. As Bigsby said in the introduction to the play's script, "Willy Loman was kin to Miller's uncle salesman, Manny Newman, a man who was a competitor, at all times, in all things, and at every moment" (Miller, 1949). Willy Loman, who is the main character in the drama, was inspired by Miller's uncle character in real life. This drama is also a representation of the lives of Americans at that time, particularly in the 20th century, when many people had to face difficult economic problems.

The main character in the drama *Death of a Salesman* is Willy Loman, a 63-year-old salesman who fails to achieve financial success and happiness for his household. These dreams and successes are very interesting to be studied from a different perspective when we contradict those conditions to a failure experienced by the main character, Willy Loman, as an American citizen.

The failure of Willy Loman becomes one of the indications that the author reflects his idealism about the American dreams. These American Dreams have been embedded in the hopes of Americans as a cultural identity and it is deconstructed through the representation of Willy Loman character in Miller's work. Willy's representation seemed to be able to imply that he had gone through his life with various effort, but success has not come to him yet. He ended up his life by committing suicide because of frustration at his failure. He even left his family in a state that was not yet better, especially in terms of economic condition.

Death of a Salesman is a drama in the modern era that is also different from classic tragedies whose main characters are from the upper classes or aristocrats, such as Oedipus and Hamlet. Death of a Salesman has a main character from the ordinary people, instead. Willy is a character who is unable to survive facing the difficult economic problems at that time.

To deconstruct the general meaning of *Death* of a Salesman in order to find the hidden meaning about the American dream theme implied on the text based on the context, the writers try to analyze the problems which become indicators of deconstruction on Willy's perception of the 'American Dream'. This will show how the main character has deconstructed his thinking about the ideal dream of America. The formulations of the problem that the writer take based on the background are as follows:

1) What kind of social issue about the 'American dream' does Willy Loman face?

2) How does the deconstruction reveal the hidden meaning of the 'American dream' problem that occurred in Willy Loman's life?

Aristotle said that drama is a representation of an action. Similar to Aristotle, Moulton also said that drama is represented in action. The show has full codes and symbols that keep a story from beginning to end. Drama is a literary work that shows a variety of different stories that also reflect the social life and everyday life of human beings. Drama is one of the literary works in the form of performance art. There will be no drama if there is only a story in the script without a show (Endraswara, 2012). However, in research or literary criticism, the drama script is the most important of the data to analyze. Death of a Salesman which is used as an object in this study also has a connection with real life of American society. The characters and settings in the drama are not far from the social life experienced by people in a certain era, particularly in the modern era.

Swingewood defines "sociology as a scientific and objective study of human beings in society, the study of institutions and social processes". Through rigorous research on social, religious, economic, political, and family institutions together form what is called a social structure. Sociology is said to obtain a picture of the ways in which humans adapt themselves and are determined by certain societies, a picture of the mechanism of socialization, a cultural learning process, by which individuals are allocated to and accept certain roles in social structures (Faruk, 2015).

Wellek and Warren argue that literature "presents life", and "life" consists largely of social reality, although literary works also "mimic" human nature and the subjective world (Wellek & Warren, 1988).

Based on these two opinions, the relationship of literature with sociology is very close. Although, basically a literary work is an imaginative fiction, literary works cannot be separated from the social influence of real life which is related to humans and the universe. This concept of literature also relates to the story of

Death of a Salesman drama which also raises an issue about American social life. The character of Willy Loman is an illustration of real social life, who believes in the American Dream.

This research uses an approach that focuses on Jacques Derrida's deconstruction theory. Derrida is a philosopher of postmodernism who has a great interest in literature and philosophy. In relation to literature, Derrida tried to change the perception of structural flow since Plato's period with discourse that seemed to persuade and convince it to be a discourse that encouraged the reader to think critically. Derrida admits that an unorganized structure is unconceivable and that a structure without a center is unthinkable, but he contends that the center delimits and diminishes the possible play within the structure (Ratna, 2011).

Deconstruction suggests that a reader has the freedom to think creatively in determining the meaning of a text without having to fixate on one meaning that the author wants to convey (Ungkang, 2013).

Jacques Derrida's concept deconstruction theory, the interaction between privileged and marginal aspects of meaning can build multiple meanings and interpretations of a single text. The nature of deconstruction theory is in the status of permanent change meaning/reality, and at the same time it is a representation of the unlimited nature of modern humans who have experienced a bumpy journey of social and religious values due to political, industrial, economic and technological revolutions (Afzal, Mohd, & Low, 2020).

There are new things offered by Derrida through conceptual demolition or deconstruction. With this deconstruction approach, a text will probably experience changes in meaning according to different readers' perceptions so that the meaning of the text is not centered and will always change or move dynamically. As Noor said (Noor, 2015) "for adherents of the deconstruction, the meaning of a literary text is not round and static, but it always moves dynamically with no end".

Deconstruction is not merely a reversal of strategy, but also as a reading activity, the text must

be read in a completely new way, as a political reading. Deconstruction, for example, views authors as anonymous. Deconstruction changes the tradition of a single text into a plural text, as an intertext (Ratna, 2011).

Culler explains that "to deconstruct a discourse is to show how it undermines the philosophy it asserts, or the hierarchical oppositions on which it relies" (Culler, 1982). In literary analysis, we can deconstruct a text by undermining clearly visible meanings by giving opposition to different meanings. deconstruction explanation regarding the different meanings in one text was also conveyed by Johnson. He said that deconstruction was obtained through "the careful teasing out of warring forces of signification within the text itself". Johnson emphasizes that for those who want to examine literary works in a way of deconstruction, we must be good at interpreting the text itself from various meanings by not just fixing on one meaning in general. We must also be more observant in exploring the meaning that we can take from the elements of setting, plot, or character in literary texts (Johnson, 1980).

From some of the explanations above, deconstruction theory can be used to explore the hidden meanings contained in the drama Death of a Salesman. According to Wardoyo, based on the opinion of Culler and Johnson about deconstruction, there are several steps to deconstruct a text, they are "locate an opposition, determine which member is privileged, reverse and undermine the hierarchy". The steps to deconstruct a text are: first, determining the binary opposition that exists in the text, then determining the center of authority of the character to criticize the meaning of a particular part, and finally reversing the hierarchical structure of the binary opposition to be able to produce new meanings (Wardoyo, 2004).

#### **METHODS**

Qualitative research is a method used by researchers to gain insight into a user's context through non-numerical means and direct observations. The researchers focused on smaller samples of users, such as interviews, to reveal data such as user attitudes, behaviors, and hidden factors.

The method used in this research is based on the library research. The primary data used as the object is Death of a Salesman drama script. The secondary data are from other sources relating to the analysis such as books, journals, articles, and the internet. The formal objects as the main data of the analysis are words or sentences that describe events and conditions based on the research problems.

This study employed an approach from Jacques Derrida's theory, namely deconstruction. Deconstruction theory is used to analyze the hidden meaning in the drama script entitled Death of a Salesman by Arthur Miller. The methodology is considered as the best method to do the analysis in order to uncover the hidden meaning in the drama script.

The steps taken to analyze are as follows: 1) do a close reading to the drama script; 2) analyze the data by answering the research problems and describing the data analysis using deconstructive approach; 3) give a conclusion based on the discussion of the analysis.

#### **RESULTS AND DISCUSSION**

#### Social Issue of the American Dream

The manuscript of the Death of a Salesman is one of the literary works of Arthur Miller that takes the theme of the American dream. This dream for many Americans is believed to lead them to a better life, especially in terms of material wealth. Willy Loman is confident that he will become a successful salesman and have a better life. He believes that he has a lot of experience and is able to achieve his goals in America by his own efforts.

There are three important points of the American Dream that Willy Loman has to deal with. First is about the endless opportunities that Willy still holds. This endless opportunity is trusted by Willy and is maintained through his

opinion that his work as a salesman gives him a great opportunity and hope that one day Willy's life will improve. With the profession he is doing, Willy hopes to become rich from his income.

Second is the American dream that is embedded in Willy's mind about life should keep getting better and better. In Willy's mind, he always thought his success as a successful salesman would have an impact on a better life. Willy assumed that he was able to make Linda happy from his income. Willy also hopes his two children will respect and be proud of him as a figure of perfect father and can become a role model.

The third is the American dream of independence in which every individual will triumph. This third American dream is also something that cannot be separated from Willy's thoughts. Willy believes that he will achieve success through his own efforts without any help from others. Willy remained confident that his abilities and skills as a salesman for years would bring him success.

Previously Willy did look successful because he was able to buy a house and a car. However, the rapid development of the modern era also had an impact on fierce competition in business. The innovation and creativity of a salesman must be able to improve business which also has an impact on fierce competition between individuals and companies. Innovation and creativity, especially for a salesman, must be able to increase his business and income. In fact Willy did not have an income that could fulfill the needs of his family's life. Willy fails to become a successful salesman. He does not earn enough money from his selling as a salesman.

This drama can be categorized as a literary work which represents the modern period. One of its characteristics is about the theme of alienation. Willy Loman experiences alienation from the people in the surrounding environment. As a salesman who has worked for more than 30 years, Willy Loman is supposed to have many relationships both from the company and from consumers during his business trip. Willy Loman considers himself a successful salesman who is loved by many people. Apparently, instead of

being a well-liked person, Willy is expelled from the society.

"Linda: Why didn't anybody come? Charley: It was a very nice funeral. Linda: But where are all the people he knew? Maybe they blame him. Charley: Naa. It's a rough world, Linda. They wouldn't blame him. "(Miller, 1949, p. 110).

From the conversation between Linda and Charley, we can find out that Linda hopes there will be many of Willy's friends and his colleagues to come to the funeral. The final part of this story shows when Willy Loman had died of suicide crashing his car into a building. From this scene we can see that Willy was completely alienated because there were not many people present at his funeral except Willy's family and his neighbor, Charley. In addition, another characteristic that shows the main problems in the modern era is that this drama raises the picture of city life. Life in the city is illustrated by the establishment of many apartments and modern buildings that make the environment no longer beautiful. The population growth of the community is increasing so that it can be used as a reason many apartments and buildings are built. This was demonstrated in Willy's conversation with Linda.

"Willy: The street is lined with cars. There's not a breath of fresh air in the neighborhood. The grass doesn't grow any more, you can't raise a carrot in the backyard. They should've had a law against apartment houses. Remember those two beautiful elm trees out there? When I and Biff hung the swing between them? Linda: Yeah, like being a million miles from the city...Willy: There's more people! That's what's ruining this country! Population is getting out of control. The competition is maddening!" (Miller, 1949, pp. 6-7).

Willy Loman remains of his opinion that he is a well-liked salesman. The success of life and material wealth that existed in Willy's life turned out to be merely a dream, so that this kind of American dream was no longer valid and could not be applied to everyone at that time. Willy Loman proves that he is an unsuccessful salesman who has got no money from traveling around as a salesman.

Deconstructing the American Dreams through the Representation of Willy Loman

"Deconstruction theory is understood as a theory that dismantles existing general views. The concept of binary opposition is directed to analyze the difference between two things which are considered to produce a new perspective and can be accepted by many people" (Aprilia & Arianto, 2021).

The binary opposition used as a foothold in the deconstruction in Death of a Salesman is the binary opposition of Willy Loman (main character) with several figures including Linda, Biff, Charley, and Uncle Ben. Willy represents the center character who has privileges in the whole story. In this section, it will be seen how the characters Linda, Biff, Charley, and Uncle Ben as those who do not have this privilege will undermine the central figure. Eventually, it will cause new reconstruction on Willy's side as an American citizen who believes in the American Dream.

#### Success in New England

Willy Loman, who has worked for almost 35 years as a salesman, still stands for his stance on the American dream. He believes that in New England there are always endless opportunities. This was seen when Willy felt he was very important and needed in New England. At the beginning, Willy refused Linda's suggestion asking his boss to be transferred to New York for working in a company office rather than going on a business trip. This was demonstrated through Linda's conversation with Willy.

"Willy, dear. Talk to them again. There's no reason you can't work in New York. Willy: They don't need me in New York. I'm a New England man. I'm vital in New England" (Miller, 1949, p. 4).

Linda kept trying to convince Willy that he was no longer young to continue on a business trip. "But you're sixty years old. They can't expose you to keep traveling every week "(Miller, 1949, p. 4).

As a good wife, Linda always tries to support and encourage Willy even though Willy is often rude to Linda because of her bad temper. Linda still told Willy to ask his boss to work in New York. "Will you ask Howard to let you work in New York?" (Miller, 1949, p. 51).

Because of Linda's persistence, who always tries to convince Willy with several reasons, finally Willy changes his mind. He had believed that he would be able to continue to be a successful man by going on business trips, but it was deconstructed by Linda. Willy was persuaded and accepted Linda's offer to apply for a transfer of work in New York. This is proved from the following conversation.

"Are you going to talk to Howard today? Willy: Yeah, I'll put it to him straight and simple. He'll just have to take me off the road "(Miller, 1949, p. 53).

Here a reconstruction of the deconstruction occurs. Willy's opinion about endless opportunities in New England no longer exists. Willy tries his luck by looking for other opportunities. He knows that these opportunities do not necessarily promise success, but the answer of his boss, Howard, made it clearer that Willy had no chance to continue working anymore.

"I don't want you to represent us. I've been meaning to tell you for a long time now ... I think you need a good long rest, Willy ... And when you feel better, come back, and we'll see if we can work something out "(Miller, 1949, p. 63).

Howard's response also asserts about Willy's incompetence. Howard assumed that Willy could not represent himself as a company employee, especially because of Willy's age. Howard asked Willy to rest and come back another time. It indicates that Willy Loman should not force his will to keep working at his age. This deconstruction shows about the denial of his belief to the American Dreams which cannot be attained anymore. Willy doesn't want to admit his failure doing his job.

#### Willy Does not Want to Leave America

Willy remains confident that there will always be opportunities to achieve his dream in getting a better life. Willy was invited by Ben to get out of America and look for job opportunities in other countries. Ben is Willy's brother. Ben has traveled to Alaska since he was 17 years old. When Ben visited Willy's house after a long time, Ben also told him about his success working in diamond mining in Africa. Ben became rich

because of his courage to go on an adventure to another country. Ben believes that his success could be not only in America. This is what makes Willy feels as if he is hit and then turns his own thoughts around. Previously Willy refused Ben's invitation to go and get out of America in search of a decent and better life. But Willy insisted on sticking to the American dream that there were always endless opportunities in America. His opinion about these endless opportunities will lead him to an established life.

Willy's perception that he did not want to leave America was deconstructed by the success achieved by Ben in another country. Willy admitted that he was unable to achieve success in America.

"Ben: I have to use a train, William. There are several properties I am looking for in Alaska. Willy: Sure, sure! If I'd gone with him to Alaska that time, everything would've been totally different" (Miller, 1949, p. 31).

From this dialogue, we can find out that there is a reconstruction in Willy's mind. Willy admitted that his life would have been totally different, which means that he could become rich like Ben if only he had gone with Ben and left America. His decision to stay in America could be mistaken because his hard work did not afford anything. It is seen that Willy regretted his decision because he kept on holding his belief about the American dreams.

#### Refuse Helps from Others

Willy always thinks he does not need help from others in living his life to attain his goals. He believes in his own efforts and hard work, every individual will get success. The American dream that he still holds is about the independence in which every individual will triumph in America.

"Charley: You want a job? Willy: I got a job, I told you that. What the hell are you offering me a job for? Charley: Don't get insulted. Willy: Don't insult me"(Miller, 1949, p. 29).

This conversation shows how Willy feels underestimated. Whenever Charley, Willy's neighbor and friend, offers him a job, Willy feels humiliated and angry by refusing Charley's help. Charley knew very well how the position and work he had lived in for decades. As a salesman, Willy

often goes on business trips and goes home bringing nothing. Many bills and insurance he must pay, such as home mortgage bills, electricity, gas, service costs for home appliances that have been damaged because they are old and should be replaced with new goods. However, because Willy's income was insufficient, he was unable to cover all the bills.

Indirectly, Willy's avoidance of the lack of income he earned and the refusal of assistance from Charley who offered Willy a new job had also been undermined. In this case, deconstruction has also occurred when Willy always consciously borrowed money from Charley to pay bills and insurance. Willy covered up his failure to Linda for not earning income. Therefore Willy borrowed money from Charley and lied to Linda if the money came from his work.

This deconstruction can be seen from Willy's action when he comes to Charley and asks him for lending him some money. From this we can see that Willy did not want to admit that his actions had deconstructed his rejection from the aid of Charley.

"Willy: Charley, look. I got my insurance to pay. If you can manage it—I need a hundred and ten dollars. Charley: Why don't you want to work for me? Willy: What's the matter with you? I've got a job. Charley: Then what're you walkin' in here every week for?" (Miller, 1949, pp. 74-75).

The quotation proves that the construction in Willy's previous thought, where he did not need help from others, had been deconstructed through his own actions who always borrowed money from Charley. Eventually, there is a reconstruction in this situation. Willy actually needs the help from others because his job did not prove that Willy could be rich and successful.

#### Willy Feels His Life Has Been Better

One of the ideal American dreams is that life must be better (progress—life should keep getting better and better). Instead of getting a better life, Willy's life actually got worse. He also failed to become a good father figure. Willy felt he had failed to educate his children to achieve success. Yet Willy was also the one who always instilled the

thought that Biff and Happy also had to achieve the American dream.

Biff and Happy, who have turned to be mature, have not yet had a decent and established life. Biff always changed jobs and was even jailed for his mischievous behavior stealing company property. Even though Willy was always proud of Biff, because when Biff was in high school he was very popular and liked by many girls.

Meanwhile, Happy does have a steady job and already has his own apartment, but he did not have a companion neither did Biff. The two of them also did not continue their education at university. Willy even often compared the two of them, especially Biff with Bernard, Charley's son. Willy always thought that Biff would get better than Bernard because of his popularity. In fact, Bernard had successfully become a lawyer. On the occasion of meeting Bernard in Charley's office, Willy realized that everything that had happened to Biff was because of his mistake.

"Let me talk to you - I have nobody to talk to. Bernard, Bernard, was it my fault? Y'see? It keeps going around in my mind, maybe I did something to him. I got nothing to give him. "(Miller, 1949, p. 72).

Biff's failure was able to deconstruct Willy's opinion, which was always convinced that his life had been better. The failure of his children made Willy aware of his failure as a bad father. Moreover, he felt guilty towards Linda because he had an affair with another woman. The affair was also known by Biff so that Biff no longer respected his father as before. Willy and Biff often quarrel. However, Biff never told Linda about his father's affair. Biff kept the secret until his father died. Willy committed suicide because he felt guilty and frustrated about his failure to become a successful salesman, could not be a good father, and could not provide a decent life for his wife and sons. Willy was desperate because he could not achieve his dreams.

Willy's suicide was the result of the deconstruction of the failure of his sons and himself. The reconstruction in Willy's mind in which progress to get a better life cannot be sustained anymore because of the many failures he experienced. The American dream of progress (life

should keep getting better and better) does not exist in Willy's life. He is unable to achieve anything. As a result, Willy chose to end his life by committing suicide.

#### **CONCLUSION**

Arthur Miller reflected the social issues of the American in the story of Death of a Salesman as a sign where the incident was also a life representation depicted in the modern period. Miller showed a sign that the development of life in the modern era emphasizes more difficult economic life due to the impact of the great depression. It also took an illustration of life in a competitive city. Arthur Miller was able to reflect on various problems of life at that time through the representation from the Willy Loman character.

From the discussion above, it appears that Willy Loman portrays as an American who cannot accomplish the American Dreams. The American dreams Willy Loman stands for is only a dream of most people in America. The assumption that America is said to be the land of dreams for everyone and there are many opportunities for success for all who want to try has also been broken and deconstructed through the character of Willy Loman. No matter how much effort and hard work Willy did, Willy could not reach the American dreams. Construction of the American dream, where material success and wealth can be obtained by everyone in America, has been deconstructed through the failure of Willy. The reconstruction from all of those discussions is that the American dream is no longer valid to be applied in the modern era and Willy Loman becomes one of the examples of Americans who fail to attain the American dream.

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