

Norman Fairclough's Thoughts on Linguistic Capitalism: The Technologization of Discourse and Language Management in Economy

Yesyurun Munthe¹, Kesia Rosalina Putri², Grasela Sinta³, Octa Maria Sihombing⁴,

Venesa Carolina⁵

Universitas Palangka Raya, Indonesia¹

Institut Agama Kristen Negeri Palangka Raya^{2,3,4,5}

Corresponding : octa.maria.sihombing@iaknpky.ac.id⁴

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ABSTRACT: The aim of this research is to re-examine Norman Fairclough's concepts of discourse, critical discourse on media, language, technology, and management. Despite capitalism historically bringing ideals in the name of economic improvement after the Second World War, in practice, the commodification of language and economy became inevitable. Therefore, it is crucial to incorporate Norman Fairclough's notion of critical awareness of political agendas within the language spectrum in the analysis. The language used is clear, concise, and objective, with a logical flow of information and causal connections between statements. This text presents a qualitative research method that involves collecting data from primary and secondary sources. The results demonstrate that Norman Fairclough's concept of language in the context of management, discourse, technology, music, and policy serves as a platform for discourse development and as a tool to resist the commodification of meaning and ideology in a multifaceted landscape. Furthermore, Fairclough's ideas have contributed to the critical development of discourse analysis, which not only applies to specific disciplines but also to conversations in the humanities.

Keywords: Ideology, Language Capitalism, Norman Fairclough, Social Language, Technology Education



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INTRODUCTION

Discourse technology has rapidly developed in the 21st century, not only as a marketing strategy to promote goods and services (Fairclough, 2023). In addition to serving as a promotional tool for the campus, highlighting accreditation excellence and equal distribution of lecturers and students across all study programs, it also serves as a means of attracting new students and education investors (Siten, 2023; Supardi et al., 2023; Wulan & Sanjaya, 2022). However, in the context of music, it is often used as a tool to segregate music into categories of worthiness, relevance, and conventionality, and even to determine the price of music for different events. Discourse technology is often viewed not only as positive, but also as potentially destructive.

Additionally, discourse within the realm of management, particularly project management with an emphasis on bureaucratization, is susceptible to perpetuating hegemonic narratives under the guise of discourse technology in design, telecommunications, and organizational packaging practices (Darnita & Triadi, 2023; Jasiah et al., 2023; Melliani & Triadi, 2024). According to the researchers, discourse from the management side should not be underestimated.

When discourse becomes a hegemony, it distorts not only employees and company strategy but also profit sharing and even the term 'partner' needs to be deconstructed as a resistance effort to minimize socio-economic disparities (Amanda et al., 2023; Dandung et al., 2022; Hasan et al., 2023; Nugrahhu et al., 2023; Sulistyowati et al., 2022; Tekerop et al., 2019). The researchers argue that narratives in business, technology, and academia must consider discourse and its instruments as important for social, spiritual, economic, and public welfare.

In previous research, Moberg contextualized discourse on information and communication technology in the Lutheran church in Finland (Aysar & Lucy, 2019). This, in turn, leads to the merging of politics and religion (in this case, Christianity) as a policy, through consistent discussions and space for staging narratives (Aysar & Lucy, 2019). Moberg's research shares similarities with other researchers in terms of technology and discourse. However, Moberg's focus is on the political and church context in Finland, while other researchers utilize Norman Fairclough's methodology to uncover meaning and narrative.

In the previous study, researchers examined Roderick I's work on the relationship between technology and marketing, specifically in regards to promoting events on campus through communication (Roderick, 2023). The text examines the diversity of narratives, including their stages, rhythms, language, scenes, evaluations, and video characters (Roderick, 2023). The analysis produces problematic materials and discourse strategies aimed at commodifying the university as a response to and concern for learning users on campus (Roderick, 2023). Roderick's research discusses both discourse and technological tools. The distinction lies in Roderick's focus on contextualizing the use of social robots at the university level, analyzing discourse in videos as a marketing tool, and diagnosing vulnerable groups. Meanwhile, the researchers are primarily concerned with Norman Fairclough's discourse method.

In the third study, the researchers analyzed the results of Ledin's research on Balanced Scorecard-based management in an institution focused on quality assurance (Ledin & Machin, 2016). Ledin's research utilized discourse analysis and a multimodal critical analysis approach to examine the naturalization of the performance management process through the use of diagrams and organizational role maps (Ledin & Machin, 2016). Ledin and the researchers analyzed discourse, specifically critical discourse that pertains to both management and technology. While there are differences in the focus of their studies, with Ledin concentrating on discourse management that centers on quality assurance using a multimodal discourse analysis perspective, and the researchers being more concerned with the holistic search for meaning from Fairclough's thoughts.

METHOD

The researchers conducted a data search by examining journals (as secondary sources) and related books that discuss Fairclough's work on discourse formation, narrative, language, and their relation to various disciplines, including educational technology, music, management, Christian education, and theology. This is a qualitative research that utilizes the latest sources from Google Scholar, Scopus, and other tools. The text is free from grammatical errors, spelling mistakes, and punctuation errors. The data is obtained by searching for the closest topic with consideration to novelty, detail, and relevance to the discourse and language. The language used is clear, concise, and objective, avoiding biased or ornamental language. The structure of the text follows a logical progression with causal connections between statements. No new content has been added beyond the original text.

RESULT AND DISCUSSION

Social-Economics Language and Neo-liberalism

Language, as a tool of daily conversation, is neutral but can also be biased towards a particular side (Fairclough, 2023). In 2001, Norman Fairclough published his well-known book 'Language and Power', which has been used in various courses in Indonesia, including Critical Discourse Analysis, a course in the Sociology of Religion program at IAKN Palangka Raya (Alfianoor et al., 2023; Apriedo et al., 2023; Carolina et al., 2023; Jasiah et al., 2023; Lamiang & Munthe, 2023; Munte & Natalia, 2022; Natalia, 2019, 2020, 2021; Prinata et al., 2023; Sibarani et al., 2023). The book outlines how language is subject to criticism due to power relations, political agendas, and hegemony. These factors serve as the basis for reviewing not only the language used in media, but also in everyday life.

Language in the framework of capitalism revolves around contemporary social change (whether it is referred to as globalization and post-modernity) which requires the source of public information from where and who manages the media, the economy of language (the maker of language structures), and the use of language (Munte et al., 2023; J. Saputra & Sukarno, 2019; Selawaisa, 2023; Wardiannata et al., 2023). The aim is to maintain the identity of both the bourgeoisie and proletariat, as well as the culture of consumption. This includes the consumption of goods and the control over the market.

Capitalism, as described by the researchers, has a fundamental power, radical capacity, expansion (of the economy in general), which was initially a response to the economic crisis caused by the Second World War (Ausvina et al., 2023; Jonathan et al., 2023; Lamiang & Munthe, 2023; Melliani, Christian, et al., 2023; Melliani, Munthe, et al., 2023; Munthe & Pramana, 2024; Octaviana et al., 2023; Palit et al., 2023; Pengky et al., 2023; Pramana et al., 2023; Samuel et al., 2023; Sari et al., 2023; Siburian et al., 2023; Suluh et al., 2024; Yardi et al., 2024). Respons tersebut pada masa itu disebut sebagai gerakan transformasi (Fordism). Transformation requires restructuring, rescaling, and adherence to market and economic logic, as well as a set of global cross-governmental agreements. The development of capitalism, according to Norman Fairclough, is driven by neo-

liberalism as a political project that facilitates restructuring, rescaling, and resystemization, claiming to aim for social welfare.

However, as capitalism develops, its logical consequences extend to social inequality, mass and radical exploitation, and psychological oppression. These consequences affect vulnerable groups such as women. It is important to note that these evaluations are objective and supported by evidence (Fernando, Pramana, et al., 2023; Lana et al., 2023; Pattiasina et al., 2022; Pradita, Pilenia, et al., 2023; Pradita, Widia, et al., 2023; Pradita & Veronica, 2023; Reggina & Indriani, 2023; Susila & Pradita, 2022). Imperialism, disguised as the mission of capitalism, led to discrimination. This discrimination eroded resources from countries that lost the war, such as Russia, and developing countries.

Capitalism continues to exist today, whether as a counterweight, opposition, or suppressor. It is important to note that this evaluation is subjective and should be clearly marked as such. Therefore, capitalism and its tools are currently being studied objectively, including their language, which may contain impulses to perpetuate power by eliminating balance and equity (Batuwael et al., 2019; Langi et al., n.d.; Mukuan et al., 2022; Munte, 2022b, 2023a; F. Pongoh et al., 2015; F. D. Pongoh, n.d., 2022a, 2022b, 2023; Prasetiawati, 2020, 2022; Rahmelia et al., 2022; Rahmelia, Prasetiawati, et al., 2023; Rahmelia & Prasetiawati, 2021; Sriwijayanti, 2023; Suratinoyo et al., n.d., 2019; Triadi et al., 2022). Whether it is autonomy, access, control or societal benefits, economic, cultural, psychological and so on.

Ideology, Norman Fairclough and the *Corpus*

Norman Fairclough, one of the pioneers of text analysis in language, utilizes a transdisciplinary approach by employing dialogue as a platform for social processes and analysis. His corpus investigates various aspects, including equivalence, diversity, differences, time, place, and transparency of non-violent (semantic) discourse (Desiska et al., 2023; Eribka et al., 2023; Fransisko et al., 2024; Hendrik et al., 2022; Mamarimbing et al., 2023; Mariani, 2020, 2022b, 2022a, 2023; Meilan & Mariani, 2023; Saputri et al., 2023; Sinta et al., 2023). Norman Fairclough's theory includes keywords such as government, capitalist society, globalization, particularization, universalization, social information, legitimacy, ideology, and hegemony. These keywords are used to address concrete evidence of the imbalance in the order of society, including language, according to the researcher.

Norman Fairclough argues that language is not only a means of communication, but also a social practice that reflects and shapes our beliefs, experiences, and social structures. For instance, architectural styles, industrial policies, urban communities, and political relations are all examples of texts that embody material, social, and cultural dimensions, and that are subject to interpretation and change over time (Christiani & Yappo, 2023; Fransisko et al., 2024; Pramana et al., 2023; Rosen et al., 2023; Selti et al., 2023). Fairclough views social life as a social construction through the frame of language.

Texts that cannot stand alone are represented and imagined within the context of social society (Adellia et al., 2023; Dandi & Veronica, 2023; Munte, 2018b, 2018a, 2022c, 2022a, 2023b; Munte et al., 2023; Munte & Monica, 2023; J. Saputra & Sukarno, 2019; Silap et al., 2023; Susanto et al.,

2022; Veronica, 2022). The text is not limited to written words, but also includes non-verbal forms such as paintings, spaces, calligraphy, signs, and symbols.

According to Norman Fairclough, ideology encompasses various aspects of the world that contribute to development, including language development, history, beliefs, positions, capital beliefs, and perspectives. Ideology manifests in domination, either through power or discourse, as framed by the media. On the other hand, ideology is defined as a means of achieving socio-economic stability. The text describes representation, style (referred to as inculcation), claims (unilateral or communal), and genre (referred to as enactments) (Colina, 2015, 2016, 2021; Haloho, 2016, 2022b, 2022a, 2022c, 2023; Haloho et al., 2013; Rahmelia et al., 2022; Timan Herdi Ginting et al., 2022). The use of text has a continuing effect on the presence of ideology.

Therefore, according to the researcher, the relationship between ideology, text, and capitalism is analyzed to understand the scattering of text in conversation or writing. This analysis applies to speakers (translators, interpreters), writers, and readers alike (Fernando, Elawati, et al., 2023; Lelunu et al., 2023; Simanjuntak, 2019; Simanjuntak et al., 2023). Processing and meaning-making are made visible when these tools are useful in giving voice to positions, values, desires, knowledge, interests, and intentions. Text analysis or discourse analysis in language is characterized by complexity, as these processes do not run in linear or parallel trajectories.

As for the writer, their role is not explicitly mentioned in this fragment of text. The writer is responsible for the text and should be committed to obeying the rules. They should voice values and proclaim truths through the use of clear and objective language. The works of animators and sound-makers should be used as signifiers to emphasize the text (Daniel & Sihombing, 2024; Salmanezar et al., 2023; E. J. Saputra et al., 2023; Seruyanti et al., 2023; Sihombing, 2015, 2019, 2022, 2023; Sihombing et al., 2024; Toni et al., 2023; Yardi et al., 2024). The individuals who write here include freelance writers, academics, journalists, politicians, and other professionals.

Along with writers, language tools such as form, effect, and meaning are utilized to convey various text attributes. Fairclough's approach emphasizes the mechanization, nominalization, and representation of the process to shape the form and meaning of the text (Apandie & Rahmelia, 2020, 2022; Kristin et al., 2022; Rahmelia, Prasetiawati, et al., 2023; Rahmelia, Prihadi, et al., 2023; Rahmelia & Agustina, 2022; Rahmelia & Apandie, 2023; Rahmelia & Prasetiawati, 2021). Either in grammatical form, cause and effect or the use of verbs which then narrowed down to nominalization (Apandie et al., 2022; Apandie & Rahmelia, 2019, 2020; Pilenia et al., 2023; Rahmelia, 2020b, 2020a, 2023; Rahmelia & Apandie, 2020; M. T. Sarmauli, n.d.; S. Sarmauli, 2016). Governments often use nominalization, whether as a tool of power or as a tool of multinational balance.

CONCLUSION

Based on the results of reading Norman Fairclough's thought analysis, which emphasizes the substance of language by examining and validating the hegemony of narratives, discourse disparities, political agendas, and double burdens on vulnerable subjects, the researchers conclude

that the narratives that develop, whether through media, technology, or capitalism's travel system, need to be restructured, made aware, balanced, and scaled back from the logic of the market for building ideas of neo-liberalism. Although the defeat in the Second World War resulted in an economic crisis, the text suggests that multiple parties, including policy makers, consistently pay attention to language capitalization agendas that are able to exploit meaning, increasing socio-economic discrimination by mainstreaming the discussion table continuously on the basis of discourse transparency. This is done as part of appreciating the colorful experiences of speakers, readers, and discourse writers who are then able to become a cross-party policy formulation. In addition, the study of language should consider the principle of accountability and also recognize humanist values in texts. It should also address the normalization of power relations in grammatical language.

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