

**INFERENCES IN ADVERTISING: A STUDY OF NEPALI
TV COMMERCIALS**

**A Thesis Submitted to the Department of English Language
Education, T.U., Kirtipur, Kathmandu
In Partial Fulfillment for the Master's Degree in
English Language Education**

**By
Prem Raj Pokhrel**

**Faculty of Education
Tribhuvan University
Kirtipur, Kathmandu, Nepal**

2006

INFERENCES IN ADVERTISING: A STUDY OF NEPALI TV COMMERCIALS

**A Thesis Submitted to the Department of English Language
Education, T.U., Kirtipur, Kathmandu
In Partial Fulfillment for the Master's Degree in
English Language Education**

**By
Prem Raj Pokhrel**

**Faculty of Education
Tribhuvan University
Kirtipur, Kathmandu, Nepal
2006**

T.U. Regd. No.: 9-1-50-786-97

Campus Roll No. : 182/060

Second Year Exam Roll No.: 280328/062

Date of Approval of Thesis

Proposal: 063-4-19

Date of Submission: 064-1-17

RECOMMENDATION FOR ACCEPTANCE

This is to certify that **Mr. Prem Raj Pokhrel** has prepared the dissertation entitled "**Inferences in Advertising: A Study of Nepali TV Commercials**" under my guidance and supervision.

I recommend the dissertation for acceptance.

Date: $\frac{30^{th} \text{ April } 2007}{17^{th} \text{ Baishakh } 2064}$

Dr. Jai Raj Awasthi

Professor

(Guide)

Department of English Education

Faculty of Education

University Campus, Kirtipur

Kathmandu

RECOMMENDATION FOR EVALUATION

This thesis has been recommended for evaluation by the following Research Guidance Committee.

Signature

Dr. Chandreshwar Mishra

Reader and Head

Department of English Education

T. U., Kirtipur

Chairperson

Dr. Jai Raj Awasthi (Guide)

Professor

Department of English Education

T. U., Kirtipur

Member

Dr. Tirth Raj Khanya

Professor

Department of English Education

T. U., Kirtipur

Member

Date: $\frac{4^{th} \text{ May } 2007}{21^{th} \text{ Baishakh } 2064}$

EVALUATION AND APPROVAL

This thesis has been evaluated and approved by the following Thesis Evaluation Committee.

Signature

Dr. Chandreshwar Mishra

Reader and Head

Department of English Education

T. U., Kirtipur

Chairperson

Dr. Jai Raj Awasthi(Guide)

Professor

Department of English Education

T. U., Kirtipur

Member

Dr. Anjana Bhattarai

Lecturer

Department of English Education

T. U., Kirtipur

Member

Date: $\frac{8^{th} \text{ April } 2007}{25^{th} \text{ Baishakh } 2064}$

DEDICATION

To

My parents :

*Whose love, encouragement, support, creation of friendly
environment and blessing make me able to
acquire this degree.*

ACKNOWLEDGEMENTS

First of all I would like to express my profound gratitude to my thesis supervisor Dr Jai Raj Awasthi, Professor of English, Department of English Language Education, T.U. for his continuous assistance, inspiration, encouragement and enthusiastic advice which are indispensable to prepare this dissertation in this form.

I am exceedingly grateful to the luminary of the department Dr. Shishir Kumar Sthapit, Professor of English, Department of English Language Education, T.U. for providing me valuable suggestions, ideas and encouragement for this study.

I would like to express my sincere gratitude to Dr. Shanti Basnyat, Professor and Chair of English and Other Foreign Languages Education Subject committee for her leading suggestions and help. My sincere thanks also go to Dr. Tirth Raj Khaniya, Professor of English, whose support played a vital role in my academic career.

I would like to acknowledge a considerable debt to Dr. Chandreshwar Mishra, Reader and Head of the Department of English Language Education for providing me innovative ideas that strengthened the vigour of my study.

My sincere gratitude goes highly to Dr. Govinda Raj Bhattarai, Professor of English, Department of English Language Education for his perennial encouragement in my study. Similarly, I would like to express my gratitude to Dr. Anjana Bhattarai, Dr. Balmukunda Bhandari, Dr. Vishnu Singh Rai, Mr. Padmalal Bishwakarma, Mr. Ram Ekwel Singh, Mr. Prem Bahadur Phyak and other faculties in the Department of

English Education for their direct and indirect co-operation and encouragement.

I owe a real debt of gratitude to my friends Rajesh Gyawali, Manoj Bhattarai and Suman Ghimire for their encouraging support to accomplish this research work successfully.

My special thanks go to my brothers Resham, Saroj, Guru and Narayan and sisters Sita, Anju and Susila for their good support during my research work.

I like to thank Mr. Rajiv Maharjan (Friend's Computer Service) for excellent service in typing my thesis on time.

At last but not least, my parents and all well-wishers deserve my deep gratitude.

Baishakh, 2064.

Prem Raj Pokhrel

Abstract

The research entitled 'Inferences in Advertising: A Study of Nepali TV Commercials' is to determine the inferences in Nepali TV commercials after Grice's approach. In order to do so, the researcher recorded TV commercials telecasted from the main Nepali national channels on a video camera for two hours. The sample consists of 30 Nepali TV commercials. Among them 8 commercials were telecasted from Nepal television, 8 from Kantipur TV, 7 from Nepal 1 TV and 7 from Image TV. Those TV commercials were selected by using simple - random sampling procedure. The data were analyzed to find out the likely inferences that the audience can draw.

The research findings show that audience can draw different kinds of inferences from Nepali TV commercials. Such inferences can be termed as covert, overt, silent and flouting inferences.

The study consists of four chapters which are given below.

Chapter one deals with the introduction. It consists of general background of the study, review of the related literature, objectives of the study, significance of the study and definitions of the specific terms.

Chapter two introduces the methodology adopted for the study. It encompasses sources of data, population of the study, sampling procedure, tools for data collection, process of data collection and the limitations of the study.

Chapter three consists of analysis and interpretation of the data. The data have been analyzed using both descriptive and statistical tools. All the 30 TV commercials were analyzed one by one. The inferences that the audience can draw were listed.

Chapter four incorporates findings and recommendations. On the basis of the analysis and interpretation, some significant findings and on the experience of the researcher while conducting the research some recommendations for pedagogical implications are made. This chapter is followed by references and appendices.

CONTENT

| | Page No. |
|---|-----------------|
| Recommendation for Acceptance | i |
| Recommendation for Evaluation | ii |
| Evaluation and Approval | iii |
| Dedication | iv |
| Acknowledgements | v-vi |
| Abstract | vii-viii |
| Table of Contents | ix-x |
| Abbreviations | xi |
| | |
| CHAPTER-I : INTRODUCTION | 1-22 |
| 1.1 General Background | 1 |
| 1.1.1 Advertising and its Language | 2 |
| 1.1.2 Types and structure of advertisements | 4 |
| 1.1.3 The communicative situation of advertising | 5 |
| 1.1.4 The Relevance of Inferences for Advertising | 9 |
| 1.1.5 Inferencing vs. Decoding in Communication | 11 |
| 1.1.6 Conventional Implicature | 15 |
| 1.1.7 Conversational Implicature | 16 |
| 1.1.8 Types of Inferences | 18 |
| 1.2 Review of the Related Literature | 19 |
| 1.3 Objectives of the Study | 22 |
| 1.4 Significance of the Study | 22 |
| CHAPTER-II : METHODOLOGY | 23-24 |
| 2.1 Sources of Data | 23 |
| 2.1.1 Primary sources of Data | 23 |
| 2.1.2 Secondary Sources of Data | 23 |
| 2.2 Population of the Study | 23 |
| 2.3 Sample Population | 23 |

| | | |
|--|----------------------------|--------------|
| 2.4 | Sampling Procedure | 24 |
| 2.5 | Tools for Data Collection | 24 |
| 2.6 | Process of Data Collection | 24 |
| 2.7 | Limitations of the Study | 24 |
| CHAPTER-III : ANALYSIS AND INTERPRETATION | | 25-43 |
| CHAPTER-IV : FINDINGS AND RECOMMENDATIONS | | 44-46 |
| 4.1 | Findings of the Research | 44 |
| 4.2 | Recommendations | 45 |
| References | | 47-48 |
| Appendix | | |

Abbreviations

| | | |
|-------|---|--|
| TV | - | Television |
| e.g. | - | example |
| etc. | - | etcetera |
| o | - | overt inference |
| c | - | covert inference |
| i.e. | - | that is to say |
| %(p) | - | percentage |
| NTV | - | Nepal television |
| KTV | - | Kantipur Television Network |
| NELTA | - | Nepal English Language Teachers' Association |
| No. | - | Number |
| T.U. | - | Tribhuvan University |