Committing Suicide: a Failure in Reaching American Dream
Reflected in Arthur Miller's Death of a Salesman
(Bunuh Diri: Bentuk Kegagalan dalam Meraih Impian Amerika
yang Digambarkan dalam Drama Death of a Salesman Karya Arthur Miller)

Anggun Nirmala Safitri, Imam Basuki, Erna Cahyawati
Jurusan Sastra Inggris, Fakultas Sastra, Universitas Jember (UNEJ)
Jln. Kalimantan 37, Jember 68121
E-mail: Imabas88@gmail.com

Abstract


Kata Kunci: Bunuh diri, Impian Amerika, Anomi, Depresi Besar.

Introduction

The Death of a Salesman is a drama concerned with the ethos of America, namely American Dream. This national spirit influences individual’s conception of desire. Nevertheless, there is no immutable conception of the American Dream. There are many conceptions of it because it emerges as manifestation of the will of the whole American citizen from generation to generation.

Therefore many interpretations appear to define what American Dream is and how should it be. Some believe that American Dream is a chance to get a proper education. Some say it is equality before law, freedom, and mere material satisfaction. It seems that for the modern American, the only definition of American Dream is in terms of financial gain and material possession.

American Dream promises that the dream of the American will be come true through strive and hard work. However, in the course of pursuing such dream, not everybody is able to make their dream into reality as what happens to Willy Loman in the Death of a Salesman. Just like any other American, he has a dream to advance, to meet the demands of the society. Loman’s dreams are a dream to become a succesful person, a dream to have a more comfortable house, and a dream for his son to become a businessman.
Unfortunately because of Great Depression (1929), he cannot turn his dream into reality. The economic condition of America at that time became worse. The people's salary become smaller from time to time. More workers were fired from their jobs. At that moment, the transition from the have to the have not became common phenomenon that happened in America. Willy Loman is also stricken by its impact because he is a salesman who has close relation with business world. Loman's income becomes smaller till finally he is fired from his job as a salesman.

He cannot afford to fulfil his needs anymore. Willy Loman is not able to compete among the survival of people to make their life better. Society requires newer people. Loman has been too old at that time. His dream just becomes a dream. He is not able to realize the American Dream upon his version. Consequently, he takes another way to realize his dream. He commits suicide to get insurance money. By getting the insurance money, he hopes his family will become wealthy.

Emile Durkheim's theory of anomie suicide is applied to explain the suicide committed by Loman from sociological perspective. This type of suicide is caused by abrupt economic transition happened during the economic crisis. The victims will suffer and attempt to commit suicide. It also happens to Willy Loman. Because of the transitions, he has to adjust his desire again and again until he cannot bear the situation anymore and commits suicide.

Based on the fact above, it is interesting to discuss the suicide committed by Willy Loman as a failure to reach what he desires. He has dreams to live well, to become a rich man, to have a beautiful house and to have a successful son. However, his dreams kill him. He fails to make them come true.

Therefore, there are some problems to discuss in this research. The first is the depictions of American Dream pursued by Willy Loman in the Death of a Salesman. The second is the cause of Loman's Suicide in the Death of a Salesman. The last is how Loman's failure in reaching American Dream leads to suicide.

**Research Methodology**

The type of research conducted is qualitative research and library research. Richie and Lewis state that qualitative research is a research suitable to address research questions that require understanding and explanation of social phenomena and their context. (2003:5) In the Death of a Salesman, the phenomenon being studied is suicide committed by Willy Loman. The interpretation is conducted after investigating the experiences, world view of Willy Loman and the social condition in the Death of a Salesman.

To enrich the interpretation, the data about American dream and historical condition of great depression are collected. The information is required to enlarge the understanding on the social context of the drama so that the interpretation can be proportionately conducted. These data are collected by conducting library research. Library research is a research conducted by using materials from the library. The materials used are written material that can be obtained from the library and internet.

The type of data used in this research is qualitative data. Blexter et al (2006:64) state that, “Qualitative research, on the other hand, is concerned with collecting and analysing information in as many forms, chiefly non-numerical, as possible.” It means that qualitative data is non-numerical data such as words. Furthermore, since the research conducted is library research, this research only needs written material as the source of the data such as books, journals and articles.

Collecting data is one of the important processes of conducting a research since every research requires a lot of information. This research applies documentary method of data collection. Documentary method is a method of collecting data by using written material as the source of the research. This method requires much information from written material including the researches of the other researchers, the books written by experts and articles about historical events of the era. They are taken from books, articles, journals in the forms of primary data and secondary data. Primary data is original data that has never been collected before, while secondary data is data that has been collected and possibly analysed by the other researchers (Blexter et al, 2006: 153). The primary source of data is the drama, the Death of a Salesman. The secondary sources of data are journals, articles, textbooks related to the American Dream and historical background of the Great Depression.

The next process is data analysis. The analysis is begun by applying Durkheim's theory of suicide to analyze the suicide committed by Willy Loman. The analysis starts with the study of Willy Loman's dream embodied in his dreams. The dreams that reflect the ethos of America, American Dream. The next is explaining economic transition suffered by Willy Loman as an effect of Great Depression. The last is explaining how Loman's failure in reaching American Dream leads to suicide.

**Result**

The result of the study shows that Loman has desires and the manifestation of the spirit America, American Dream. There are three types of desires that Loman has. They are the dream to become a successful person, the dream to have more convenient home and the dream for his son to become a businessman. It is also found that Loman experiences economic transition from sufficient to insufficient income and unemployment. Loman experiences two steps of economic declines as the effect of American Great Depression (1929). At first he lost his salary therefore he has to fulfill his family needs with small commission he got from selling. The next is the decline that happens because he is fired from his job as a salesman. The declines makes him unable to fulfill his needs as well as his dreams. His inability makes him commits suicide to get insurance money for his family.

**Discussion**

This part discusses the suicide that is committed by Willy Loman as a failure in reaching American Dream in the Death of a Salesman. The analysis is conducted by using
Emile Durkheim’s theory of Anomic Suicide. Anomic suicide is a suicide which results from the weakening power of society to regulate people’s desire in the time of economic transition. (Morisson, 2001: 183)

*Death of a Salesman* is one of the pictures of the influence of American Dream to the American society. This influence can be seen from the main character namely Willy Loman. Loman is a 63 years old salesman. He lives in Brooklyn, New York with his wife, Linda and two sons who sometimes visit them, Biff and Happy. Loman has worked as a salesman for 36 years.

American Dream is reflected through Loman’s desires. Desire means “a strong wish to have or to do something.” (Hornby, 1995: 315). Durkheim mentions that the fulfillment of human desire does not depend only on the physical state, but also mental state. Human has mental system which makes them aspire beyond physical needs. (2005: 208) In the *Death of a Salesman*, Loman has some desires that he wants to fulfill. He wants to become a successful person, he wishes for future security for his son and he needs another home that is more convenient than what he has.

One of the desires of Willy Loman is a desire to become successful man. Success means the achievement of fame, wealth or social position. (Hornby, 1995: 1193) Loman wants to improve his economic and social condition to be better. This dream is commonly understood as the dream of upward mobility. In his book, Cullen mentions the dream of upward mobility as the dream of economic and social advancement. (2003: 8)

Loman wants to become a successful person since he was young. He was nineteen years old when he had a thought to go to Alaska because he wants to work in gold mining too. He wants to improve his economic condition by going into wilderness just like his father and his brother. He wants to follow their steps. His brother, Ben, is a successful businessman.

Ben starts to look for job by going to Alaska at the age of seventeen. Instead of going to Alaska, he goes to South Africa, to the diamond mining. He walks to jungle. Fortunately, he is ended in diamond mines. He walks out from the diamond mines at the age of twenty one. Since then, he is rich. Ben becomes a rich man just by working for four years. Willy Loman is impressed by his brother accomplishment.

Ben’s success is originally Loman’s idealized version of American Dream, an adventurer who goes into the wilderness. Loman almost decides to go to Alaska if he has not met Singleman, an 84 year old salesman. Loman is impressed by the image of Dave Singleman when he first meets him. In his old age he is able to go to many different cities. Moreover he is loved, helped, remembered by people. When Singleman dies, many people from different cities come to the funeral for months after that. There is respect, comradeship and gratitude in the business (Miller, 1998: 61).

Loman considers that being a salesman is the greatest job at that time. Loman’s ideal version of success are being wealthy, remembered, liked and respected. Loman makes the success of Singleman as the only standard of becoming successful. Therefore he sees that becoming a salesman is the best career for himself. He changes his dream from an adventurer to a salesman.

His dream of becoming rich is also influenced by his rich neighbour named Charley. Willy tells his sons that one day he will have a business that will be bigger than Charlie’s so that he does not need to leave home to make money. He just needs to stay at home and the money will come. It means that Loman wants to become more than only a salesman. He has bigger desire. He wants to become a successful businessman.

However, becoming a successful salesman is not an easy task to fulfill. The job is so hard for Loman. He feels that he will not be able to become successful salesman. After being stricken by the depression, his economic condition does not get better.

At that time, Ben coincidentally offers Loman to work for him in Alaska. Ben tells Loman to leave his job as a salesman. He is offered to take care the timberland which has just been bought by Ben. However the image of successful Singleman appears and makes Loman stays to pursue his desire as a salesman.

Ben reminds Loman of his old desire of becoming an adventurous man by offering him a job in Alaska. He is given one more chance to fulfill his dream. Yet, the image of well liked Singleman appears stronger. He still believes that his choice of being a salesman is right. Loman persistently thinks that becoming a salesman is the best choice therefore he rejects his brother’s offer.

Willy Loman has also a dream to have a new house. He wants a more convenient house. The dream of having a more convenient house is another form of the influence of American Dream to Willy Loman. According to Cullen, home ownership is one of the actualization of American Dream. Cullen calls this dream as, “The American Dream of owning a home.” (2003: 136)

Loman lives in Brooklyn, New York. He lives there with his wife. Loman is a man who likes nature. When they first moved to the house, 25 years ago, the environment was still natural with fresh air. He used to plant in his yard. The plants grow well at that time. However, after living in the house for almost 25 years, many changes have occurred to the environment. Now, his house is surrounded by high apartment buildings. He is annoyed with the facts that the population rises and the number of apartment house increases. The trees are cut down to make new housing. The air that was fresh turns to be dirty because the cars cause pollution. He hates the fact that modern society has made changes to the environment. The change makes the environment messy. Therefore, he yearns for a new house, a house in the country where the environment is still natural with fresh air.

The house he lives in is the house which he buys with 25 years mortgage. He just needs to pay the last mortgage to own the house. He buys the house when his sons were little. Finally, after waiting for 25 years, he just needs to pay the last mortgage and the house will be fully belongs to him. To this point, it can be seen that the dream of owning house is almost realized. He will be success in one aspect of American Dream. That is the dream of owning house. However, at that time he has been dreaming for more, he
wants another house which will more satisfy him. He does not seem satisfied in his own accomplishment.

This is relevant with what Durkheim mentions in his book, *Suicide: a Study in Sociology*. He says that having unlimited desire is not normal because the desires one has will surpass the ability to fulfil them. In this case, individual has lost the control on his own desires. His desires cannot be quenched. If he lacks the ability to fulfil the desires, he will always live in pain (2005:208).

Loman has had a house that he buys with 25 years mortgage. He needs to pay one more mortgage to make the house his own fully. However, by the time his desire to have a house is fulfilled, he starts to dream for more. He does not content with his own accomplishment. He wants another house, a more convenient house. It reflects Loman's unlimited desire. He is not able to control his own desire. Loman's inability to control his desire results in perpetual unsatisfaction.

The last dream is the dream for his son to become a businessman. Willy Loman is a father with two sons. Biff is the first son and Happy is the second. However, Loman is more interested to Biff than to Happy. As a father, he wants better future for Biff. Yet, Loman's conception of better future is measured only by financial gain. Loman thinks that business world promises financial security. He wants Biff works in business field. However, Biff is a free man who likes outdoor job. Though it does not promises financial success, Biff is more comfortable to do job related with nature. He realizes that he does not fit to work on business field. He and his father has different point of view about the job that he should do.

Biff is a talented boy in high school. He wins many football matches. At that time, because of his accomplishment, Biff is offered scholarships from some great universities. It makes Loman proud of Biff. Biff's talent in his youth gives Loman higher expectation for his future. Loman highly expects that someday Biff will become a successful man, especially in business field.

At that time, Loman thinks that with the scholarship that is received as well as the ability and popularity, Biff's future is guaranteed. However, Loman's desire does not able to be realized. Biff is unable to graduate from high school. His mathematic score is terrible because he often skips mathematic class. That is why his mathematics teacher does not pass him. He actually has a chance to graduate by attending summer class to fix his mathematic score but at that time Biff finds out that his father has an affair with another woman. This fact shocks him. He is really angry to his father that makes him skip the summer class.

Loman is so disappointed knowing that his son is unable to enter a university. At the same time, he also feels guilty because he contributes to his son's failure. Because of his inability to graduate, life changes for Biff. The bright future that is once promised by entering a college is gone. Yet, Loman still believes that Biff will become successful businessman. He does not want to lose his desire that someday his son will become a successful salesman. He wants his son follows him to work in business field.

Biff works in business field as his father tells him. Yet, he always fails. Because of his inability to enter university, Biff always gets the lower position in his work. Moreover he does not have passion to work in business field. He loves to do job that is related to nature. Biff has tried to work in business field for six years. Yet he cannot find himself there. He has also tried about twenty to thirty different jobs but he feels uncomfortable with the jobs. He finally feels the peaceful moment by farming in Nebraska, Dakota and Arizona. Although this kind of job does not earn much money, Biff feels content with that.

However, Loman does not agree with his son's choice. Loman does not consider his son's job as a good job. He thinks that farming does not guarantee his bright future. Biff has been wandering for 10 years to try different jobs but he does not earn enough money. According to Loman, Biff shall find a permanent job. He still insists that business is more promising than farming without considering his son's passion. Loman forces Biff to work in business field again.

Loman and Biff have different conception on how to make living. Biff loves the job related with nature. Although farming does not make much money, he likes to work there more than to work in business field. He does not consider financial success as the purpose of his life. He enjoys peaceful life in the countryside. Biff knows that farming is the most suitable job for him. Unlike Biff, Loman regards financial success above anything. He forgets that his son's happiness is obtained from his relation with nature and it is not from financial or material success.

Unfortunately Loman's dreams are unable to be realized. It is caused by financial declines. As an effect of Great Depression, Loman experiences economic transitions. He experiences two economic transitions. The first is the transition that happens when his salary is taken by his company so that he has to fulfil his family needs by the insufficient commission from selling. The second is the transition which is suffered by Loman because he is fired from his job as a salesman. Because of this transition, he does not have any income at all, therefore he decides to commit suicide.

Before Loman's economic declines, Loman's needs are fulfilled. His desires are finely proportioned with his financial ability to fulfil them. At that time, Loman is in the top position in his career. Loman is an important salesman in 1928. He gets a good appreciation from his boss. He also has many customers that make Loman gains more and more commission. His job works well at that time.

Although Loman is just a salesman, his salary is more than enough to fulfil his family needs. In 1928, Loman is able to buy an automobile. His salary also affords to buy a house with 25 year mortgage. Loman even has some dreams that he wants to fulfil. He dreams to become a successful person and to have a more comfortable house. He also dreams for his son to be a businessman. At this moment, he still has confidence to reach those dreams because everything seems possible to be attained.

In the drama, Miller mentions about the year of 1928 quite often. By mentioning 1928, he wants to emphasize that in the year of 1928 Loman's financial condition is very good. His financial condition matches with the socio-economic condition of the era before American Great
Depression strikes. In 1928, America is in great prosperity and it is well distributed. It is stated in American historical Book entitled Outline of U.S History, “By 1923, however, prosperity was back. For the next six years the country enjoyed the strongest economy in its history, at least in urban areas.” (Bureau of International Information Programs U.S. Department of State:207)

The economic condition of America in 1928 is reflected through Loman. In the drama, he is the character of man who lives in urban area. Just like other Americans in reality, Loman experiences American economic boom in 1928, an era when prosperity is widely distributed. At that time, Loman is able to buy things that previously can only be bought by wealthy American especially electrical equipments. In 1928 those equipments were affordable for ordinary Americans. The ownership of electronic equipment in America marked the development of economy. Thus, it can be concluded that in 1928 American prosperity was widely distributed.

Loman’s condition matches with the condition of America in 1923-1928 when America experienced economic boom. “Twenties brought the best life ever to most Americans. It was the decade in which the ordinary family purchased its first automobile, obtained refrigerators and vacuum cleaners... Prosperity was real and broadly distributed.” (Bureau of International Information Programs U.S. Department of State:208) This era was an era where ordinary class experienced phenomenal economic growth. This was the first chance for ordinary family to be able to buy electronic equipments such as automobile, refrigerators, vacuum cleaners which before were unaffordable for them. Prosperity was widely distributed.

In 1928, America was in the top of economic boom before getting shattered by Great Depression. The economic condition of America got worse in 1929. Depression began by the stock market crash. The stock market crash destroyed American economy. The investment cycle became out of order. It resulted in the decrease of production. The Great Depression ruined business activities. Purchasing power dropped drastically. Many workers were fired from their previous jobs.

“By 1930, 4 million Americans looking for work could not find it; that number had risen to 6 million in 1931. Meanwhile, the country's industrial production had dropped by half. Bread lines, soup kitchens and rising numbers of homeless people became more and more common in America's towns and cities.” (http://www.history.com/topics/great-depression/03/07/2013)

Those who were lucky enough were not get fired. However, their salaries were cut down. It was followed by the decrease of purchasing power. The government’s efforts to fix the condition did not make great change. It just made a slight effect and then the condition got worse.

This moment was difficult for American. American’s belief to American Dream was challenged. They started to doubt their belief to the ethos of the nation, an ethos that convinces that anything can be attained by hard work. “The Depression proved particularly harrowing for middle-class Americans who were raised to embrace the ideal of competitive individualism and the notion that hard work and individual striving would lead to material and emotional security.” (McComb, 2006:1) The society which was built by the belief that self reliance, hard work, and competition may lead them to the attainment of dream was frightened. They were frightened to the idea that their belief might disappoint them. They were afraid to the possibility that even if they had worked hard, their desire could not be fulfilled.

By the end of 1940’s, economic activity got better. “In the decade and a half after World War II, the United States experienced phenomenal economic growth and consolidated its position as the world’s richest country...The growth had different sources. The economic stimulus provided by large-scale public spending for World War II helped get it started.” (Bureau of International Information Programs U.S. Department of State:267) In the beginning of World War II, the increasing demand of war material and consumption improved the industrial activity. The economic condition became better and better until the depression finally passed.

Yet, the improvement of American condition does not give a positive effect on Loman. As the nation begins to rebuild their economic condition, Loman has been too old. Before Great Depression strikes, Loman has a lot of subscribers and customers that order from him. He is able to make many transactions in a day. Now he is 63 years old. His old customers have been old. Many of them had died. Although he sells, he has no buyers.

Loman is not in productive age. As the economic condition gets better, Loman has been too old. He does not able to make his economic condition better as it was before the depression stroke. Therefore, his company stops his salary because he has been too old and not productive. That is why he has to fulfil his family needs only by the small commission he gets from selling. Nevertheless his commission is too small because he does not sell a lot merchandise. The commission he gets is not enough to fulfil his family needs therefore he has to borrow money from his neighbour, Charlie, regularly. This income decrease disturbs Loman’s economic balance that he has built before the transition. Before his salary is stopped, Loman is able to fulfill his needs sufficiently but now he does not able to do that.

The second transition happens when he asks his boss to move his working area from Boston to New York. Loman wants to move from his working area in Boston to New York. New York is nearer to reach, yet Boston is too far for an old man like him. Instead of accepting his request, his boss tells him that there is no place in New York. He tells him to retire. In the other words, his boss fires him. After experiencing financial declines, Loman does not have any income to fulfil his family needs as well as his dreams.

Before the financial declines happen, Loman’s financial condition is stable. His needs are fulfilled. However, after the transition, Loman’s financial condition changes abruptly. His needs are not sufficiently fulfilled.
The financial state that he has built ruins. He is tortured by the condition that pushes him. He has to adjust himself drastically to his new state.

Loman’s condition matches with what Durkheim says about economic disaster that causes economic transition. Those who experience the transition must reduce and restrain their needs. They have to learn a greater self control. They cannot adjust instantaneously to their new position since they are not familiar with it. They will suffer an endless torment if they cannot adjust themselves to the new position. (2005:213)

Loman cannot adjust himself to the new position after experiencing income decrease. His dreams remain alive. He still wants to realize his dreams. He wants to become a successful person, he wants to have a more convenient home and he wants his son to become a businessman although he has experienced abrupt income decrease. He cannot cope with his new financial condition. His desires have tortured him since he does not able to control as well as to fulfil it.

Durkheim states that to adjust the condition after experiencing abrupt financial declines, regulation is needed. He says that individual will not be pleased to limit his desire if he is permitted to pass the assigned limit. The desires remain unlimited if he depend on himself because he is unable to determine such standard. Therefore, there must be power outside the individual that determines such standardization. It also functions to limit individual desire. This moral power must be superior to the individual so that it will be accepted and respected by the individual. Society has this power which is operated through its organizations. This power is called regulation. (2005:209)

Regulation functions to limit and to stabilize individual desire so that individual will be able to accept his condition and will not think about suicide. It can embody in religions, public opinions and set of norms which help to harmonize and stabilize individual desire. It tells people to be content in their position. It also asserts that everybody has their own shares depend on their position in society.

In the Death of a Salesman, regulation functions to regulate Loman’s desires. It limits and adjusts his desires so that they will not pass Loman’s capacity to fulfill them. Therefore Loman will be able to be content with the condition after experiencing the abrupt income decrease.

Nevertheless, this drama does not mention any regulations in the form of norms, religious teaching, nor the other type of regulation that should restrain Loman’s desires. Consequently, Loman’s desires are freed. There is no restraint upon aspirations. Loman does not consider his capacity to fulfil the desires. In fact Loman does not able to fulfill his desire because of the income decrease but he does not even tries to adjust his desires to his new position because he feels justified to aspire. It happens because regulation does not present to regulate Loman’s desires.

Loman experiences financial decrease. The financial decrease disturbs his financial security that he has built before the economic transition happens. He has to adjust his condition immediately to the new condition that he has never imagined before. He is not prepared to face this problem therefore he feels insecure. He is worried about the future ahead of him as well as the future of his family especially his son Biff.

The disturbance causes Loman’s misery and increases Loman’s insecurity. It tortures him since he does not have any method to deal with this condition. Moreover, he is not productive because he has been too old. Rising financial condition needs a lot of energy. That is why he becomes helpless. As the result, he decides to commit suicide to get the insurance money of his death for his family. He hopes that by the insurance money he gets, his family will live better. However to get the money, he has to die. Therefore all Loman’s efforts to reach his earlier dreams can be regarded as a failure. His suicidal death is the sign of his failure in reaching his dreams.

Conclusion

Death of a Salesman presents the suicide that is caused by a failure in realizing desires. Through the Death of a Salesman, Miller wants to show that people should consider their capability if they want to reach their dream. Having a big dream without considering their own capacity will only lead to the continual disappointment. The second message is that people should broad mindedly accepts the failure that they might face in the attainment of their desire. Unlike Willy Loman that chooses an instant negative solution, we have to think positively and logically to formulate the best solution of the problem.

Acknowledgement

Our sincere gratitude to Dr. Hairus Salikin, M.Ed., the Dean of Faculty of Letters, Dra. Supiastutik, M.Pd., the Head of English Department and all lecturers of English Department, Jember University who give us advices, and assistances in conducting this study.

Bibliography

Anggun Nirmala Safitri, *Committing Suicide: a Failure in Reaching American Dream Reflected in Arthur Miller’s Death of a Salesman.*


