

## Death of a Salesman-Group 4

### Symbolism, Imagery, Irony, Questions 3 &4, Happy and Bernard Characterization

#### Archetypal/Psychological Analysis

Pooja Pujara

Michelle Wong

Neha Harlalka

Young-Ji Kim

Period 5

#### Imagery

- Flute- “The flute plays on. He hears the flute but is not aware of it.” “ A melody is heard, played upon by a flute. It is small and fine, telling of grass and trees and the horizon.” The flute fades away by the time that Willy comes home and starts talking to Linda after work in the beginning of the story.
- All of the apartments around the house are in an angular shape. “We are aware of towering, angular shapes behind it, surrounding it on all sides.”
- Blue light is used to describe the sky and the overly optimistic bubble that Willy seems to live in. - “Only the blue light of the sky falls upon the house and forestage”
- “Angry” orange light around the house is used to contrast the blue light on the house. This may represent the contrast from Willy's perception of the American dream, to the actual reality of America. “The surrounding area shows an angry glow of orange.”
- Even the kitchen, which is stereotypically a woman's place, has three chairs which may signify male dominance, a theme which is seen repeatedly throughout the story.
- “The entire setting is wholly or, in some places, partially transparent. “An air of the dream clings to the place, a dream rising out of reality.” This shows/represents Willy's gradual return to reality after his illusions.

- “Even as he crosses the doorway of the house, his exhaustion is apparent...thankfully lets his burden down, feeling the soreness of his palms.” This describes how utterly drained Willy is when he comes home.
- “They way they boxed us in here...There's not a breath of fresh air in the neighborhood.” This signifies that Willy feels trapped.
- “Remember those two beautiful elm trees out there?” Willy feels nostalgic.
- “From the darkness is heard the laughter of a woman. Willy doesn't turn to it, but it continues through Linda's lines.” “The laughter is loud now and he moves into a brightening area at the left, where the Woman has come from behind the scrim and is standing, putting on her hat, looking into a mirror and laughing.”
- Biff (*He touches her hair*) Your hair...got so gray.”
  - “Linda: Its been gray since you were in high school. I just stopped dying it that's all.”
  - Biff: “Dye it again, will ya? I don't want my pal looking old.”
  - Linda: You're such a boy! You think you can go away for a year and...you've got to get it into your head now that one day you'll knock on this door and there will be strange people here.” This refers to her or Willy dying.
  - Biff: “What are you talking about, you're not even sixty, mom?”
  - Linda: “But what about your father?” All of this emphasizes that that
- At the restaurant the light is red, “Charlie stares after him a moment and follows. All light blacks out. Suddenly raucous music is heard and a red glow rises behind the screen at right.”
- Knocking is heard off left. The Woman enters, laughing. Willy follows her. She is in a black slip; he is buttoning his shirt. Raw, sensuous music accompanies their speech.” This obviously shows that something passionate and sensual has occurred. Even the music and their speech reflects their actions (assumed past and stated present).
- The fact that Willy and Biff have their face-off at night, may signify Willy's upcoming death.
- “As the cars speeds off, the music crashes down in a frenzy of sound, which becomes the soft pulsation of a single cello string.” This signifies Willy's suicide.
- During the funeral the flute starts playing again, and is the last thing that continues as the curtains close.

## Irony

-The audience is not directly involved in the story. Although the audience knows about the other Woman, it is never directly addressed through asides or soliloquies.

1. Willy, despite drinking coffee, still doesn't feel alert on the road. This can be categorized as situational irony.
  1. Willy: I got as far as a little above Yonkers. I stopped for a cup of coffee. Maybe it was the coffee.
  2. Linda: What?
  3. Willy: I suddenly couldn't drive anymore. The car kept going onto the shoulder, you know?"
2. Even though Biff dislikes the smell of cigarettes he still decided to take a smoke.
  1. Biff: You smoking?
  2. Happy (holding out a pack of cigarettes): Want one?
  3. Biff (taking a cigarette): I can never sleep when I smell it.
3. It's ironic that Happy isn't happy/content. He is lonely. He says, "Sometimes I sit in my apartment- all alone. And I think of the rent I'm paying. And it's crazy. But then it's what I always wanted. My own apartment, a car, and plenty of women. And still, goddammit, I'm lonely."
4. It's ironic that Happy and Biff want to go out west, when that is what Willy wanted to do in the first place, and that Happy and Biff are ashamed of him, when it's what he wanted to do.
5. Willy thinks that he is superior to Charlie, and doesn't want to work for Charlie because it will make him feel inferior but he has to ask for money from Charlie.
  1. Charlie: "Why must everybody like you? Who liked J.P. Morgan? Was he impressive? In a Turkish bath he looked like a butcher. But with his pockets on, he was very well liked....Now, listen, Willy, I know you don't like me, and nobody can say I'm in love with you, but I'll give you a job because-just for the hell of it, put it that way. Now what do you say?"
  2. Willy: "I-I-just can't work for you, Charlie."
  3. Charlie: "What are you, jealous of me?"

4. Willy: "I can't work for you, that's all, don't ask me why."
5. Charlie: "You've been jealous of me all your life you damn fool! Here, pay your insurance."
6. Another irony is Willy's suicide in itself. He decided that he needed to take his own life to prove to Biff that he was well liked (by the amount of people at his funeral). However, only two people other than family showed up.
7. Lastly, Willy also wanted to commit suicide so that Biff could get his life insurance money, but the insurance company didn't cover the suicide. Additionally, the day after he died, the last bills of the house had been payed off, so his death was more or less in vain.
8. Bernard seems to be the perfect picture that Willy wanted Biff to become, and what Willy himself wanted to become.

One key clue is that Bernard has two sons, just like Willy. "W: Did I hear your wife had a boy? B: That's right. Our second. W: Two boys! What do you know!" Bernard has a high-paying job and holds a high social status, by being acquainted with a person who is located near the Supreme Court, he has a court case there, he is happily married to his wife, and he makes his father proud.

## **Character Analysis**

### **Happy**

Happy, youngest son of Willy, is an unchanging (static) character. His major characteristics are that he is lonely, disillusioned (deceives himself), overly masculine, cocky but insecure, ambitious to a fault. Despite the fact that he is successful in terms of material wealth and women, he is still lonely. - "Sometimes I sit in my apartment – all alone. And I think of the rent I'm paying. And it's crazy. But then, it's what I always wanted. My own apartment, a car, and plenty of women. And still, goddammit, I'm lonely." He goes after multiple women, especially women that aren't available, yet he says that he wants a woman like his mother who is a steady. He, like his father, is disillusioned by dreams of wealth and so ambitious that he is blindsided from reality and lives under his own self-serving illusions. He puts on a cocky demeanor because he is insecure due to his father's obvious preference to his brother, Biff. Another similarity between him and his father are that they exaggerate what they do. Happy is an assistant to the assistant buyer, although he manages to convince himself that is the assistant buyer. Despite the fact that

Happy is always trying to impress Willy, Willy always turns the conversation to something about Biff, or ignores it. Happy longs for Biff to be the way that he was before. Before, Biff was confident and much like the current Happy. Happy even states that Biff “taught him everything he knows.” Happy is always embarrassed by Willy, but in the end, becomes consumed with achieving similar idealistic dreams and ambitions.

## **Bernard**

Bernard, a successful lawyer, old friend of Biff's, and son of Charley (successful next door neighbor), is a flat, static, minor character in the play. He serves as a foil to Biff. He is studious, hardworking, later successful in the materialistic manner that Biff was unable to achieve. He always served as a voice of reason to Biff, reminding him to study for his tests (math, which he was failing), and it is implied that he often allowed Biff to cheat off of him. He graduated top of his class and plays tennis. “Bernard is a quiet, earnest, but self-assured young man.”

## **Symbols**

1. **Accident-** “You didn’t smash the car did you?” This shows that Linda is concerned, but not surprised if Willy had an accident because he often would have driving problems. Also, Willy’s response of no worry suggests that even if he had the accident it wouldn’t make a difference; this shows a possible suicide attempt of Willy. “No, I see everything. I came back ten miles an hour...And then all of a sudden I’m goin’ off the road!” By hearing all this, Linda suggests that he talk to his boss and try to get a job that doesn’t involve driving because Willy cannot handle it.
2. **New York-** New York is located on the west side of the United States and therefore the idea of Manifest Destiny can be applied to the Loman’s American dream. Linda keeps pushing Willy to get a job in New York, so he won’t have to travel as much by car. ““Why don’t you go down to the place tomorrow and tell Howard you’ve simply got to work in New York?” Linda encourages Willy to switch his job to New York, and later Willy decides that Linda is right and he also tries to get a job in New York.
3. **Diamonds-** “WILLY: Without a penny to his name, three great universities are begging for him, and from there the sky’s the limit, because it’s not what you do Ben. It’s who you know and the smile on your face! It’s contacts, Ben, contacts! The whole wealth of Alaska passes over the lunch table at the Commodore Hotel, and that’s the wonder, the wonder of this country, that a man can end up with diamonds her on the basis of being liked!”- In the past (when Ben was still alive) Willy believed that being a salesman was

even greater than having diamonds. If a person could be a successful salesman, then through their sales, they could achieve even more wealth than a miner (i.e. Ben).

“BEN (standing still, considering): What’s the proposition?”

WILLY: It’s twenty thousand dollars on the barrelhead. Guaranteed, gilt-edged, you understand?

BEN: You don’t want to make a fool of yourself. They might not honor the policy.

WILLY: How can they dare refuse? Didn’t I work like a coolie to meet every premium on the nose? And now they don’t pay off? Impossible!

BEN: It’s called a cowardly thing, William.

WILLY: Why? Does it take more guts to stand here the rest of my life ringing up a zero?

WILLY (now assured, with rising power): Oh, Ben that’s the whole beauty of it! I see it like a diamond, shining in the dark, hard and rough, that I can pick up and touch in my hand. Not like-like an appointment! This would not be another damnded-fool appointment, Ben, and it changes all the aspects. Because he thinks I’m nothing, see, and so he spites me. But the funeral-(Straightening up.)...” (p.1838-1839)-The conversation between Willy and Ben shows how Willy idolizes the diamonds which Ben found. The diamonds which are a form of tangible wealth are the complete opposite of the meetings through which Willy earns money. But in order to prove to Biff that he is also wealthy (in terms of wealth from contacts), Willy considers death (which will bring thousands to his funeral-the sign of a successful businessman).

“BEN: The jungle is dark, but full of diamonds, Willy.

WILLY: Sure, it’s the best thing.

BEN: Best thing!

WILLY: The only way. Everything is gonna be-go on, kid, get to bed. You look so tired...Loves me. (Wonderingly.) Always loved me. Isn’t that a remarkable thing? Ben, he’ll worship me for it!

BEN (with promise): It’s dark there, but full of diamonds....(with greater force): One must go in to fetch a diamond out....A perfect proposition all around.” (p.1843-1844)-After being confronted by Biff, Willy is once more determined to do anything to stay in his good graces. In order to achieve this, Willy is determined (lured by “Ben” in his thoughts) to go to the jungle (death) and fetch the diamonds (the people who a salesman meets) and show Biff that even a salesman has wealth.

4. **Tape Recorder-** Represents how Willy views other people's actions toward him. They don't take him seriously, just like Howard gave more attention to the tape recorder instead

of him. In addition, the tape recorder is something new and modern, and more visually appealing. Howard views Willy as too old (and other people call him a walrus) and doesn't want him representing the company, and subsequently fires him. He replaces Willy with "new" clerks.

## 5. Flute-

-“A melody is heard, played upon a flute. It is small and fine, telling of grass and trees and the horizon.” (p.1778)- At the beginning, the flute is symbolic of the dreams and hopes all the major characters hold, especially Willy.

-“WILLY: I am tired to the death. (The flute has faded away. He sits on the bed beside her, a little numb.) I couldn't make it. I just couldn't make it, Linda.” (p.1779)- The flute is significant in the fact that as Willy feels defeated at the beginning of the story, the sound of the flute fades with his depression.

-“WILLY: No, Ben! Please tell about Dad. I want my boys to hear. I want them to know the kind of stock they spring from. All I remember is a man with a big beard, and I was in Mamma's lap, sitting around a fire, and some kind of high music.

-BEN: His flute. He played the flute....Father was a very great and a very wild-hearted man...And we'd stop in the towns and sell the flutes that he'd made on the way. Great inventor Father. With one gadget he made more in a week than a man like you could make in a lifetime.” (p.1798)- The flute has always been a part of Willy's past and even unconsciously, he knows he has heard it. This is due to his father's inventions. But Willy is also bothered by the flute because it was the invention that made his father great, while Willy as a salesman can never reach his father's level of success.

-“WILLY: Me? I didn't. (He stops.) Now isn't that peculiar! Isn't that a remarkable- (He breaks off in amazement and fright as the flute is heard distantly.)” (p. 1782)/”*The waiter picks up the chairs and moves of right. STANLEY takes the table and follows him. The light fades on this area. There is a long pause, the sound of the flute coming over... ”* (P.1836)/ WILLY: (*uttering a gasp of fear, whirling about as if to quiet her*): Sh! (*he turns around as if to find his way; sounds, faces, voices, seem to be swarming in upon him and he flicks at them crying*) Sh! Sh! (*Suddenly music, faint and high, stops him. It rises in intensity, almost to an unbearable scream. He goes up and down on his toes, and rushes off around the house.*) Shhh!” (p.1844)- The flute foreshadows the disasters that will occur, combined with all the bad memories Willy holds of the past. These memories with the flute seem to taunt/torment Willy, pushing him over the edge.

6. **Car-** Willy has a Chevrolet car, and Chevrolet is an American brand car. This suggests that Willy is chasing the American dream. “Chevrolet, Linda, is the greatest car ever built.” Although, later in the play, Willy starts to criticize the same car. “That goddam Chevrolet, they ought to prohibit the manufacture of that car!” This shows that his perspective of the car changed when he had to owe money, and similarly his idea of the American dream was developed by the sense of money also.

## 7. **Stock Exchange-**

“LINDA: Well, you owe him three and a half. And odds and ends, comes to around a hundred and twenty dollars by the fifteenth.

WILLY: A hundred and twenty dollars! My God, business don't pick up I don't know what I'm gonna do!

LINDA: Well, next week you'll do better.

WILLY: Oh, I'll knock them dead next week. I'll go to Hartford. I'm very well liked in Hartford. You know, the trouble is, Linda, people don't seem to take to me.

*They move onto the forestage.*

LINDA: Oh, don't be foolish.

WILLY: I know it when I walk in. They seem to laugh at me.

LINDA: Why? Why would they laugh at you? Don't talk that way, Willy....

LINDA: But you're doing wonderful, dear. You're making seventy to a hundred dollars a week. (P.1791-1792)

HOWARD (rolling up the cord): Willy, look...

WILLY: I'll go to Boston.

HOWARD: Willy, you can't go to Boston for us.

WILLY: Why can't I go?

HOWARD: I don't want you to represent us. I've been meaning to tell you for a long time now.

WILLY: Howard, are you firing me?

HOWARD: I think you need a good long rest, Willy.

WILLY: I can't throw myself on my sons. I'm not a cripple! (p.1815-1816)

CHARLEY: Willy, when're you gonna realize that them things don't mean anything? You named him Howard, but you can't sell that. The only thing you got in this world is what you can sell. And the funny ting is that you're a salesman, and you don't know that.



WILLY: I-I just can't work for you, Charley.

CHARLEY: What're you, jealous of me?

WILLY: I can't work for you, that's all, don't ask me why.

CHARLEY (angered, takes out more bills): You been jealous of me all your life, you damned fool! Here, pay your insurance. (He puts the money in WILLY'S hand.)”  
(p.1823)- All these quotes symbolize the fall Willy had. Though he once averaged \$170 in commissions back when Howard's father was in charge, he fell to \$70-100 (barely able to scrape by), before being fired by Howard. Even more shameful, Willy is forced to ask Charley for money; the one person Willy always views himself above is able to make money and still has enough to give to Willy. Willy's status in his job is symbolic of his gradual depletion in his status as a salesman.

8. **Pipe** – Pg. 1726: “... I was looking for a fuse. The lights blew out, and I went down the cellar. And behind the fuse box – it happened to fall out – was a length of a rubber pipe – just short... There's a little attachment on the end of it. I knew right away. And sure enough on the bottom of the water heater there's a new little nipple on the gas pipe... I'm – I'm ashamed to. How can I mention it to him? Everyday I go down and take away that little rubber pipe. But when he comes home, I put it back where it was. How can I insult him that way? I don't know what to do... he put his whole life into you and you've turned your backs on him...”

-Just as the rubber pipe has been detached from its place, so has Willy. Willy is “detached” from life, wandering in and out of his schizophrenic episodes, mainly his flashbacks. Also, it is signified in the play that the rubber pipe represents Willy, because Linda puts the rubber pipe back in whenever Willy comes home. But when he doesn't, she puts it away.

9. **West** – “B: Listen, why don't you come out West with me? ... Sure, maybe we could buy a ranch. Raise cattle, use our muscles. Men built like we are should be working out in the open. H: The Loman Brothers, heh? B: Sure, we'd be known all over the counties!”

-Going to the west represents for the boys to start a new life. Because, when they dream of going west, they always think that they can start something *new*. In addition, going to the west represents prosperity and power for them. Their dream for the west is constant, they do things *themselves*, *they* are the owners, and they are always financially successful in their dreams.

10. **Sneakers** – “B: Oh, Pop, you didn't see my sneakers.... Ber: Just because he printed University of Virginia on his sneakers doesn't mean they've got to graduate him, Uncle Willy!”

-Biff's sneakers represent the bright future prospects that Biff has. His sneakers will “lead” him to his dream school, University of Virginia, and the future possibilities that it

can give Biff. But then, his future becomes 'burned up,' when he burns the shoes during a fight between him and Bernard.

11. **Stockings** – “THE WOMAN: You just kill me, Willy. You kill me. And thanks for the stockings. I love a lot of stockings... L: Just mending my stockings. They're so expensive – W: I won't have you mending stockings in this house! Now throw them out!” pg. 1733  
“W: Will you stop mending stockings? At least while I'm in the house. It gets me nervous. I can't tell you. Please.”

-The stockings are a continuous reminder of Willy's affair with Francis, because he always bought his mistress silk stockings, but never gave as much or any at all to his wife, Linda. It's like his guilty conscience.

12. **Trees** –

W: You'll retire me for life on seventy goddam dollars a week? And your women and your car and your apartment, and you'll retire me for life! Christ's sake, I couldn't get past Yonkers today! Where are you guys, where are you?

-The trees/woods/jungle represent growth from childhood to adulthood. It is pointed out by Uncle Ben, when he says, “I went in the jungle and came out a man.” Willy, in a sense, never grew up from his childish fantasies or his immature ideals, because he is not able to drive a car through the woods, because his woods burned up. It can kind of represent his dreams and the future success he wanted, because those burned up along with the woods. He couldn't advance any longer.

burning! I can't drive a car! B: I went in the jungle and came out a man.”

13. **Football & baseball** –Football and baseball are MAJOR American sports. (Not football as in soccer, but American football.) Football is the main element that gives Biff power, power over his friends, power over his family, power over his future. Everything is all good whenever it comes to football with Biff. However, as Willy continues to brag about

“Like a young god. Hercules – something like that. And the sun, the sun all around him. Remember how he waved to me? Right up from the field, with the representatives of three colleges standing by? And the buyers I brought, and the cheers when he came out – Loman, Loman, Loman! God Almighty, he'll be great yet. A star like that, magnificent, can never really fade away!”

“Bern: Biff, I'm carrying your helmet, ain't I? H: No, I'm carrying the helmet. Bern: How am I going to get in the locker room? L: Let him carry the shoulder guards. Bern: Can I, Biff? 'Cause I told everybody I'm going to be in the locker room... Biff (grandly, after a slight pause): Let him carry the shoulder guards.”

“C: Baseball in this weather?... Knock a homer, Biff, knock a homer! W: Yeah, heh? When this game is over, Charley, you'll be laughing out of the other side of your face. They'll be calling him another Red Grange. Twenty-five thousand a year”

14. **Seeds** – “W: There’s no question, no question at all. Gee, on the way home tonight I’d like to buy some seeds. L: That’d be wonderful. But not enough sun gets back there. Nothing’ll grow any more. W: You wait, kid, before it’s all over we’re gonna get a little place out in the country, and I’ll raise some vegetables, a couple of chickens... L: You’ll do it yet, dear.”

The seeds represent the start of a possible new life for the Loman family. But the author hints to us that the Loman family’s new life will not happen, because Linda says that nothing will grow anymore in the backyard where Willy plans to plant the new seeds.

15. **Bernard's glasses:** "Bernard (wiping his glasses): Just because he printed University of Virginia on his sneakers doesn't mean they've got to graduate him, Uncle Willy!"  
"Bernard (taking off his glasses): Willy, do you want to talk candidly?"

We believe that the glasses symbolize clarity and truth. Bernard is the only one who is always able to see clearly, predicting or warning Biff's failure and of Biff's losing his positive future prospects. Also, they also represent Bernard's boyhood in a sense. Whenever he is nervous around Uncle Willy because he is afraid of getting beaten or shouted at if he ever points out the bad things Biff is doing, (but still points them out anyway,) when he takes them off, Bernard drops the honorific of "Uncle Willy" and just calls him "Willy" and just addresses him directly and talks to him as an equal, criticizing him kind of, treating him as a child, by saying, "Oh, the hell with the advice, Willy. I couldn't advise you... Take it easy, kid. Don't take it so hard... Well, don't get sore." One can tell that Bernard has the higher "status" here.

## Psychological Analysis

Arthur Miller has somewhat experienced something similar to the situation of the Lomans' family. So, that probably explains why Miller has such a good grasp on how Willy's mind works. In addition, that explains why Willy is a salesman, is motivated to have people like him, and work his way up the top and to be greatly financially successful. For example, Miller's father was a Polish immigrant who had also entered the business world, working in ladies-wear. Miller's father's business failed during the Great Depression. By observing his father, Miller must have molded the contour of Miller's character today. And, so, he must have noticed the fact that a salesman, or any person in business, has to be well-liked in order to thrive. In addition, the normal immigrant's mind-set is to work his way up to the top and be wealthy. That reflects Willy's mindset. Also, even though there is still the depression that "downs" Willy's business, Linda is the one who remains as the emotional anchor of the family, continuously loving and caring to Willy, and trying to encourage and guide her children to grow up "properly." Linda's character has a high possibility of reflecting the character of Miller's biological mother. We can tell that Miller was probably a keen observer of other people, because the actions, behaviors, and motivations of his characters are very realistic. He is very empathetic, being able to put himself into the shoes of his several characters. The personalities of the characters that Miller gives birth to are very logical, like one expects that it will happen that way because it seems to be the most

practical way that the characters will turn out. Definitely, the Freudian psychoanalysis can be applicable to the literary characters. For example, Freudian focused a lot on the unconscious, how people hid their desires, that their desires are mainly stored away in their unconscious, especially sexual desires, and the pain, anxiety, and conflict that the characters/people hide away and how those things in people's unconscious affect how the people behave in their lives, and how it influences their actions. For example, Willy's unconscious must have compelled him to relieve his frustration and stress from his gradual downfall of his laborious job by sleeping with The Woman, Francis, because he was never as successful as he wished/dreamed. Also, Happy's unconscious, from being unhappy with not being able to receive as much love and attention from his father as the amount of attention that Biff was receiving and not being able to be found in his father's favor and Linda having solely focusing her attention on Willy, Happy tries to be loved by other people by flirting around with other girls and sleeping with them, like 500, and that still isn't enough for him, because he is always vacant, he is driven by his unconscious desire of looking for love. And, in the end, Happy still wants to be "found in his father's favor," because he declares that he will stay in Brooklyn and become the great, successful salesman that his father aspired to be. Happy believes that by doing so, it will make his late father proud for sure – pointing out to the audience that Happy is unconsciously driven by his desire to be recognized by his father. The kinds of literary work that are best suited for a critical approach that employs a psychological or psychoanalytical perspective are mysteries and thrillers. Because, in mysteries and thrillers, there are several characters, like the Westing Game, who are all driven to obtain the fortune of Sam Westing. The mystery is to figure out who the heir/heiress is. As it turns out, if you analyzed the psyche of the person who gave the inheritance, one would understand why he decided to choose that certain heir/heiress. The psychological approach can best be joined with the biological perspective, because in this case, the characters of the play, especially Willy, reflects the role and being of Miller's father.

### Questions 3 & 4

3. Comment on the significance of the title. What kinds of deaths might be referred to? Explain.

The title mainly points towards the theme of the story, but it also relates with the behaviors of the characters and how they think. The "Death of a Salesman" can refer to the death of Willy's illusion of himself as a salesman, a person well-liked and who reaches success through connections and through relations of other people. It can also refer to the death of Biff's illusion of Willy being the ideal father. Biff thought that Willy was an excellent father, loyal to his wife, and an expert salesman, being successful and popular with other people. But, that came all crashing down once Biff discovered Willy's affair. In addition, as years passed, he discovered more and more that Willy was not the perfect salesman as Willy pretended to be. Furthermore, it can also mean, death of a dream or death of dreams. Because, as Charley said, "A salesman is got to dream, boy. It comes with the territory." So, in a sense, a "salesman" embodies dreams. It also is literal, because Willy, a salesman, does die. Also, since death means the end of life, much of the play is resolved at the end.

#### 4. What significance do you attach to the names of the characters?

Willy doesn't sound like a name belonging to a man over sixty years of age, more like one belonging to a child's. He behaves like a child and is treated like one by others. For example, when Willy was discussing with Bernard how Biff never reached the success that already seemed to be laid out for him, Bernard told him, "Take it easy, kid." Also, Willy has to be constantly taken care of by Linda, as if he was one of Linda's sons as well. Also, Willy means: "resolute protector" and also a "will." Willy has a will to be well-liked by others which will eventually lead him towards his success, because he is a salesman, and one of the main components to a salesman's success depends heavily on whether he is well-liked or not, because it's business. Also, one can say that he tried to protect his family, by being the main financial supporter so that they aren't poor. And, even though he works on commission and is eventually fired, he still sticks to try to being his family's financial protector, but fails.

Linda, from German origin, means "soft and tender, also can mean weak with a gentle personality." And, it really does show in the play, that she is gentle, because she is flexible to situations and cares dearly for her husband's and sons' successes. Whenever Willy is "sick," she doesn't give up on him, but takes care of him all the more. She is very tender towards him as his wife. But, at the same time, Linda's meaning of her name contradicts with her actual, true role in the family, as she is their pillar of support, especially emotionally. Also, she is the one that handles the debts of the household.

Biff means "to hit" also "a one-hit strike." In addition, Biff's name, it kind of sounds like a joke. It doesn't sound like a name of a person you should take seriously. Plus, the meaning of his name refers to his life in a sense, because his life ended in "one hit." By meeting his father in Boston, discovering that his father had an affair, shattering his image of his father, he destroyed his future prospects by deciding not to attend summer school to make up for flunking math.

Happy's name means "cheerful and light-hearted." His name is ironic, because he is never happy actually. For example, he states: "My own apartment, a car, and plenty of women. And still, goddammit, I'm lonely." He only acts cheerful, but he actually has a dark, lonely, depressed side to him. He is kind of too light-hearted, as in he is too idealistic. Because, as it says in the play, "He, like his brother, is lost, but in a different way, for he has never allowed himself to turn his face toward defeat and is thus more confused and hard-skinned, although seemingly more content." He never focuses on mistakes or the negative sides about life, which is bad, because he never really learns anything. He has too high expectations of himself, because every time, he will not actually be able to succeed, because he won't be able to fulfill his own expectations.

Bernard's name means "strong, brave bear." It contradicts the image of when Bernard was a young boy, because he was like a wimp. But, now, as an adult, it reflects more of who Bernard is as a person, because he is "successful" now – he's strong. Howard's name means "noble watchman." In a sense, he is one, cause he kind of takes up the duty of watching over Willy, by trying to give Willy a job that's suitable for Willy.

Charley's name means a "free man." Charley is free of debt, free of worry, free of envy, and free of guilt. He is the total opposite of Willy, but also he is exactly what Willy wanted to be.

Because, Charley has a successful son, has a successful career, and never had to worry about being caught in an affair. Ben means “son.” But, also, in the olden days, Ben was usually accompanied with another name, such as Ben-Baruch, which means “son of the blessed.” This connotes truth, because Ben in a sense was really blessed, because he took just one trip to Alaska to see if he could obtain wealth, and he did by discovering a gold mine.

The last name, Loman means small bare one and it is of Irish origin which indicates that the family are Irish. Also, the Loman’s build up their image a lot, blowing up themselves, as in that they show that they are bigger than they what they actually are. But, in truth, they are a small, pitiful, pathetic bunch. And, they have nothing. They are “bare.”

“The Woman” seems to be the epitome of the characteristics of a woman who is kind of like a seductress, who is okay with having an affair with a man who is married. Her name, Francis, means “free man.” So, it could mean, that Willy wanted freedom, by being with Francis, who was essentially a “free man,” (if you go by the name of her meaning only.)