

## CHAPTER 3

### MITCH'S ARTFULNESS

This chapter will discuss about Mitch's characteristic which is focused on Mitch's artfulness portrayed in the novel, then how his artfulness helps him to solve his problems. But, before the researcher tries to find out Mitch's artfulness which can help him to solve the problems, the researcher would like to understand first how he is described in the novel. From the description, the researcher would be able to understand how Mitch solves the problems in the story by his characteristic and personality.

#### **3.1.The Description of Mitch's Artfulness**

Rule in his *Character Evidence* stated that character consists of the individual patterns of behavior and characteristics which make up and distinguish one person from another (1). Therefore, it can be understood that each person has a different character, because the main function of the character is to distinguish between one people to another. Such like the main character in Grisham's *The Firm*, Mitchell Y. McDeere.

Mitchell Y. McDeere, or used to call as Mitch is the male main character in the novel. He was introduced as an artful person. Definitely, there are some indications or visible image about him which made him looked like an artful person. Therefore, in this section the researcher tries to find out those indications. As a result, the researcher would then easily find out how Mitch's artfulness helps him to solve the problems.

Mitchell Y. McDeere was twenty five years old. He was about to graduate in the top five from Harvard Law School. He had a beautiful wife, Abby. He was white, handsome, tall and physically fit. He didn't take drugs or drink too much. And he was hungry. He wanted it all; money, power, a big house, a fast car. And he was a man who could never get enough. He urgently wanted to succeed. Those descriptions about Mitch are narrated in the orientation of the novel.

He had the brains, the ambition, the good looks. And he was hungry; with his background, he had to be. He was married, and that was mandatory. The Firm had never hired an unmarried lawyer, and it frowned heavily on divorce, as well as womanizing and drinking. Drug testing was in the contract. He had a degree in accounting, passed the CPA exam the first time he took it and wanted to be a tax lawyer, which of course was a requirement with a tax firm. He was white, and The Firm had never hired a black. They managed this by being secretive and clubbish and never soliciting job applications. Other firms

solicited, and hired blacks. This firm recruited, and remained lily white (Grisham 1).

The description above is about the general characteristics of Mitch, he had a brains means that he is smart, intelligent or clever. Ambitions and hungry mean that he has dreams in his life. In general description, Mitch was described as an artful person. But there are some more specific classifications of Mitch's artfulness as will be explained below.

### 3.1.1. Intelligence

According to Goleman *Understanding Emotional Intelligence* the definition of intelligent is the ability to understand and monitor one's own and others' feeling and emotion, to discriminate among them, and to use this information to guide one's thinking and action (39). It can be concluded that the intelligent people can understand and monitor feeling and emotion easily. Goleman also stated in the same book that there are two types of human intelligence, including *Personal Competence* and *Social Competence*. Personal competence itself is divided into two parts including *self-awareness* which means how people feel and accurately assess their emotional state. Then, *self-management* which means builds on the understanding that people gained with self-awareness and involves controlling their emotions so that emotions don't control us.

While social competence is how people manage their relationship with others, including their emotions. This is also divided into two parts, such as *social-awareness* involves people's awareness about other people's emotions and social phenomenon happened around them. Then the second is *relationship-management* which means using awareness of own emotions and those of others to build strong relationship (11). In this research, there is little correlation between Mitch's intelligence portrayed in the novel with the theory of intelligence described by Goleman, Mitch has aspects of personal and social intelligence. His personal intelligence has been able to help him achieve several awards at Harvard Law School, one of which is being top five graduations.

Mitchell Y. McDeere was twenty-five years old. He was about to graduate in the top five from Harvard Law School. (Waterfield 6).

Since Mitch was about to graduate in the top five from Harvard Law School, it causes three firms in New York and Chicago were interested in him and offering him to join, and Mitch is agree to join the interview of these three firms. According to the file, the highest offer was \$76,000 and the lowest was \$68,000. All the partners agreed that he was the one they wanted because of his achievement.

He was holding three job offers, two in New York and one in Chicago, and that the highest offer was \$76,000 and the lowest was \$68,000. He was in demand. He had been given the opportunity to cheat on a securities exam during his second year. He declined, and made the highest grade in the class (Grisham 1).

The three firms offer him a job with considerable salaries because of his intelligence, it makes these three firms were interested in him. He is ultimately won over by a law firm in Memphis, Tennessee Bendini, Lambert & Locke. Bendini, Lambert and Locke, a small tax law firm based in Memphis, everything about it is very confidential; business relations, clients, and the regulations. It is one of the three firms that are offering Mitch a highest salary. This firm was started in 1944. There are only forty-one members in this firm. They get one new member every two years, only a few special members could enter certain parts of the building.

He looked good, on paper. He was their top choice. In fact, for this year there were no other prospects. The list was very short. It was McDeere or no one (Grisham 1).

“We are different, and we take pride in that. We have forty-one lawyers, so we are small compared with other firms. We don’t hire too many people; about one every other year. We offer the highest salary and fringes in the country, and I’m not exaggerating. So we are very selective. We selected you. The letter you received last month was sent after we screened over two

thousand third-year law students at the best schools. Only one letter was sent. We don't advertise openings and we don't solicit applications. We keep a low profile, and we do things differently. That's our explanation." (Grisham 3).

The narration above described that Mitch was the person whom is wanted by the firm. This firm only has forty-one members, and they hired only one person a year and very selective. This firm offered Mitch \$80,000, a new BMW and help in buying a house. Mitch was interested, of course, because Mitch urgently wanted to succeed: money, a big house, a fast car are the points he wants to achieve. As concluded, he would take the higher salary, and throw the lowers after interviewed by them.

"How much?" Mitch asked.

"Okay. A base salary of eighty thousand the first year, plus bonuses. Eighty-five the second year, plus bonuses. A low-interest mortgage so you can buy a home. Two country club memberships. And a new BMW. You pick the color, of course." (Grisham 7).

After gathering the firm, Mitch gets some accomplishment. One example of the accomplishments made by Mitch is finishing the target of works set by the firm.

The Capps crisis passed in two weeks without disaster, thanks largely to a string of eighteen-hour days by the newest member of The Firm. Avery proudly informed the partners at the monthly meeting that McDeere's work was remarkable for a rookie. The Capps deal was closed three days ahead of schedule, thanks to McDeere. The documents totaled four hundred pages, all

perfect, all meticulously researched, drafted and redrafted by McDeere (Grisham 78).

The description above is about Mitch's success in the firm, as a newcomer he has been able to work very well. Avery, his senior partner gave him the task to complete a total of four hundred pages of Capps crises, but with his intelligence he was able to finish the work three days ahead of schedule. Then proudly Avery introduced Mitch to all members of the firm in monthly meetings.

The previous explanations have already described the Mitch's intelligence, his intelligence made him graduate in top five graduations. Therefore, three firms in New York and Chicago was interested in him, but he decided to join the firm that offered him the highest salary, Bendini Lambert & Locke in Memphis, Chicago.

### **3.1.2. Skillful**

Green in his work entitled *What is Skill? An Inter-Disciplinary Synthesis* states that skill is one of those social science words in common parlance with many meanings, numerous synonyms such as “ability”, “competence”, “knack”, “aptitude” and “talent”, and varied imprecise translations in other languages (6). While, Renold trough Winterton, Delamare and Stringfellow’s *Typology of Knowledge, Skills and Competences: Clarification of the Concept and Prototype* states that the term skill

usually refers to a level of performance, in the sense of accuracy and speed in performing particular tasks, skilled performance and skills may equally be acquired through practice, without training (26). Then, it was reinforced by Cox's argument in the same book that skill involved both physical abilities and mental cognitive abilities, performance in terms of speed and accuracy (27). From the description above, it can be understood that the basic meaning of the skill is psychosocial ability possessed by individuals.

In the part of the novel, the researcher found that Mitch also has skill and ability in the field of sports especially in the field of football. Mitch likes this type of sport very much. When he was at Harvard Law School, he always took time for playing. But after joining the firm, he reduced his penchant for playing football because of his preoccupation with his work.

They knew that he had won a place at Western Kentucky University because he was good at football, and had graduated top of his class. They could see the poverty hurt, and that he wanted to climb away from it (Waterfield 1).

“How'd you make straight A's and play football?”

“I put the books first.”

“I don't imagine Western Kentucky is much of an academic school,” Lamar blurted with a stupid grin, and immediately wished he could take it back.

Lambert and McKnight frowned and acknowledged the mistake (Grisham 5).



Besides sports, the researcher also found the other skills or abilities. Mitch is very good at accounting; this is evidenced by the certificate of CPA (Certified Public Accounting). He was also adept at taxing that he was very interested in taxation firms.

He had a degree in accounting, passed the CPA exam the first time he took it and he wanted to be a tax lawyer, which of course was a requirement with a tax firm... (Grisham 1).

The description above already described some of the skill Mitch has, such as football and accounting which is evidenced by the CPA. These skills then also became considerations by Bendini Lambert & Locke in hiring him.

### **3.1.3. Critical and not Easily Deceived**

The next point, Mitch is also described as critical and not easily deceived. His critical power makes him not easily accept everything that is charged to him, including illogical questions, and illogical regulations. Critical power involves both cognitive skills and dispositions. These dispositions, which can be seen as attitudes or habits of mind, include open- and fair-mindedness, inquisitiveness, flexibility, a propensity to seek reason, a desire to be well-informed (Lai 2). The critical power will clarify everything that deems to be less clear and requires strong reasons.

Stephen in his *The Goal of Smart People* explains that an artful people cannot be striped, they have sense of control over their environment (Stephen 2). Perfectly, he is critical and not easily deceived; he always has basic reasons for his oppositions to the other. Therefore, it makes difficult to control him. Although the firm already doctrine the members to obey the official regulation. But, Mitch always thinks twice to obey the regulations. He always considers what if the regulations will make a profit to him, or the opposite.

“May I ask a question?” Mitch asked.

“Certainly.”

“Sure.”

“Anything.”

“Why are we interviewing in this hotel room? The other firms interview on campus through the placement office.”

“Good question.” They all nodded and looked at each other and agreed it was a good question (Grisham 3).

In the novel is told that Bendini Lambert & Locke oblige its members to have children, the rule is considered as family stability. However, as the researcher has explained that any doctrines or rules that are considered unreasonable will be ignored by Mitch. He didn't worry about that, he just want to focus on his ambition, achieving success quickly.



“No. Most of us don’t work. The money is there, so we’re not forced to, and we get little help with the kids from our husbands. Of course, working is not forbidden.”

“Forbidden by whom?”

“The Firm.”

“I would hope not.” Abby repeated the word “forbidden” to herself, but let it pass.

Kay sipped her coffee and watched the ducks. A small boy wandered away from his mother and stood near the fountain. “Do you plan to start a family?” Kay asked.

“Maybe in a couple of years.”

“Babies are encouraged.”

“By whom?”

“The Firm.”

“Why should care if we have children?”

“Again, stable families. A new baby is a big deal around the office. They send flowers and gifts to the hospital. You’re treated like a queen. Your husband gets a week off, but he’ll be too busy to take it. They put a thousand dollars in a trust fund for college. It’s a lot of fun.” (Grisham 20).

Including some of the doctrines and regulations imposed on Mitch and the rest of the members are keeping company secrets from being told to anyone including their family and closest related people. At the beginning, Mitch followed the rule, but in the end, Mitch ignored it and told his wife after learning some of the mysteries contained in the company.





becoming the victims of the firm. One day, Mitch visited his mother's place on Christmas, he saw his mother, but he did not go straight to her, because he was afraid someone was watching him. He is crafty; always have consideration in making decision.

“It’s my Mother!” Mitch said to the Driver.

“Okay. Ain’t you gonna talk to her? I mean it’s Christmas, and you found your momma. You gotta go see her, don’t you?”

“No. Not now.” (Grisham 156).

Mitch still did not have the right time to meet his mother, because he realized the he was being watched, he was afraid if his mother got into trouble because of him.

After several attempts done by the firm to monitor him, then Mitch understood the situation that the danger lurks every step of the way, he is always cautious in making decisions with his cunning and strategic plans.

### **3.1.5. Persuasive**

After several descriptions of Mitch's artfulness, the researcher also found that Mitch was depicted as a persuasive person, the way he spoke and the way he behaved could influence his interlocutor. Pheat in his *Influencing and Persuasion Skill* states that being able to influence and persuade others to get them to do what you want

them to do is a key skill not only in a business but in life as whole (6). Moreover, he says that people with advanced communication skills understand not just how to communicate with others, but also how to influence and persuade them with his behavior (8). As a result, being persuasive person is the key skill in life, people can communicate well with this skill and people also are able to persuade the others with this skill. One example of Mitch's persuasive power is when he rarely goes home and neglects his wife because of his busyness in the office, but he is able to convince his wife so that later his wife forgives his mistake.

“Why are you home?” she demanded, sitting up in bed, smiling now.

Smiling? “I live here,” he said weakly.

“Why didn't you call?”

“Do I have to call before I can come home?” His breathing was now almost normal. She was fine!

“It would be nice. Come here and kiss me.” (Grisham 200).

Mitch's versatility in persuading is more often used to convince his wife. As long as Mitch joined the firm he did not even have more time to go on vacation with his wife. At the coming Christmas, his wife hoped that Mitch would accompany her, but as usual, Mitch rejected her with promises that convinced her.

“I'm leaving now,” she said softly, but firmly. He stood slowly and looked at her.



“I wish you would come with me,” she said.

“Maybe next year.” It was a lie, and they knew it. But it sounded good. It was promising.

“Please be careful.”

“Take care of my dog.”

“We’ll be fine.” (Grisham 151).

The conversation above described that Mitch is convincing his wife in Christmas, he could not be with her at that time because of his work, but his wife wanted him.

Besides that, Mitch also used his persuasive power to his partner when he made cooperation to FBI agent; he made an offer that the FBI agent could not refuse.

“Listen to me, Tarrance, and listen good. If I hit the road with the Mafia on my tail, my brother goes with me. Sort of like a package deal. And I know if Director Voyles wants him out of prison, he’ll get out of prison. I know that. Now, you boys just figure out a way to make it happen.”

“But we have no authority to interfere with state prisoners.” Mitch smiled and returned to his coffee. “James Earl Ray escaped from Brushy Mountain. And he had no help from the outside.”

“Oh, that’s great. We attack the prison like commandos and rescue your brother. Beautiful.”

“Don’t play dumb with me, Tarrance. It’s not negotiable.”

“All right, all right. I’ll see what I can do. Anything else? Any more surprises?” (Grisham 230).



“I’m sorry,” the managing partner said softly (Grisham 3-4).

Mitch's suspicions to Bendini, Lambert & Locke grew. From some of the questions, regulations or even the doctrines that were imposed on him made him suspicious. Besides that, there were other things that made him suspicious, when Mitch had some suspicious information from Wayne Tarrance, one of the FBI agents who had met him at a restaurant; Tarrance told him about the mystery behind the deaths of employees. His suspicion grew steadily up. Then, he went to a detective agent to get an answer to his suspicions, his name is Eddie Lomax, detective agency whom Mitch had asked to help track down the mystery behind the deaths of Bendini Lambert & Locke's employees and also to get more information about the FBI agent who contacted him, Tarrance.

“So what’s the problem? You got trouble with your wife?” Eddie asked

“No. Nothing like that. I need some information about four people. Three are dead, one is alive.”

“Who are these people?”

“The three dead ones were once lawyers in our firm. Robert Lamm was killed in a hunting accident somewhere in Arkansas. Somewhere in the mountains. He was missing for about two weeks and they found him with a bullet in the head. There was an autopsy. That’s all I know. Alice Knauss died in 1977 in a car wreck here in Memphis. Supposedly a drunk driver hit her. John Mickel





to go. But, we'll put you in prison along with the rest of them if you don't' (Waterfield 34).

The narration above described that he was being curious with the mysteries contained in the firm. Besides that, Voyles invited him to make cooperation, but he still in considerations.

From the explanation above, the researcher tries to conclude some of the kinds of Mitch's artfulness. Such as intelligence which was proved by his achievements in Harvard Law School, he was graduating in the top five graduations. It made three firms in New York and Chicago interested in him with a varied salary offer; the two firms which were placed in New York were offering him \$ 76,000 and \$ 68,000, while firm which was placed in Chicago offered him \$ 80,000, a new BMW and help in buying a house. From some of these offers, Mitch took the highest offer, Bendini, Lambert & Locke placed in Memphis Chicago. Besides his intelligence, Mitch is portrayed as a skillful person, he is very interested in sports especially football, he is good in football. Besides that, he is also persuasive; he has ability in communication and he will be able to influence people around him with his ingenious behavior. Then, he is also critical and not easily to deceived, with his critical power; he always gives the right questions, so anything he thinks illogical tends to be clarified first. As

described above that Bendini also burdens him with some rules which not correlate with the firm and he tends to ignore the illogical regulations, such like; having children and for the members are forbidden to talk about the firm to anyone. And what is more, Mitch is also described as a crafty person; he has ability to strategize, cunning, full of consideration and not rash in making decision. The next is high curiosity; it made him always want to know the reasons of every regulations or doctrine made by the firm. Then, his suspicion changes him becoming resistance to the firm. Bendini, Lambert & Locke is known as a firm which has many secrets and mysteries, Mitch was suspicious, and Mitch is invited to make cooperation with the FBI agent. At first, he hesitated to accept the offer of cooperation, but in the end he did it.

### **3.2. The Problems Contained in the Firm**

In this section, the researcher will try to explain what are the problems contained in the firm.

#### **3.2.1. Mysteries and Deceitfulness**

The abundant salary offer with the bonuses of work that would later be obtained certainly made Mitch interested. As the best five graduates from Harvard







Tarrance started for the door. “Gimme a call sometime, but be careful. Remember, they’re listening.” (Grisham 92).

The conversation above already described that the death of employees were not accident, there was something wrong with the mystery of the death. Eddie Lomax also clarified after doing investigation to this mystery, Eddie also found something factious with the death.

“So what do you think of our little firm?” Mitch asked as he stared at the river in the distance.

“It’s a dangerous place to work. They’ve lost five lawyers in the past fifteen years. That’s not a very good safety record.”

“Five?”

“If you include Hodge and Kozinski. I’ve got a source telling me there are some unanswered questions.” (Grisham 144).

You’ve got five lawyers in that firm who’ve died under very suspicious circumstances, and you act like you may be next. Yeah, I’d say you got problems. Big problems.” (Grisham 144).

The conversation above described that the firm was dangerous place, because in the past fifteen years, the firm have lost five lawyers. The first is Alice Knause was killed in a car wreck in 1977. The second is Robert Lamm shot once through the head, and that were all they know. They ruled out suicide, but there was simply no

evidence to begin an investigation. The third is Mickel, according to the results of investigations conducted by Eddie, Mickel was shot in a temple, but the firm doubted the case, they say that Mickel was doing suicide, but no indication that can justify it, other than that Mickel also never use pistol during him life. The fourth and fifth are Hodges and Khozinski, they were murdered in the Cayman Islands, but the firm also doubted the case, the firm said that they had an accident on board.

After some effort to identify the problems contained in the firm, then he found the truth from some information he got. But then, Mitch becomes the target of espionage.

### **3.2.2. Mitch is being Watched**

After getting more information from Wayne Tarrance and Eddie Lomax about some of the problems contained in the firm, Mitch was very surprised, he constantly monitored in his movements by Law Bureau, Bendini, Lambert & Locke. His house and his car have been installed flavoring, so every conversation he does will be known. This would be a new problem in his life, he thought that Bendinin, Lambert & Locke was the firm he had dreamed of, but after learning the truth, he was very sorry. He is currently in a dilemmatic, what if he takes the cooperation offered by the

FBI or stays with the firm's deceitfulness. Mitch is heavily watched. Locke and Lambert as two senior partners in the firm were worried if Mitch will make cooperation with FBI later on. As a result, he is in danger. Because the firm will not hesitate to kill anyone it deems harmful.

“What will they do?”

“Nothing serious. We'll watch the boy around the clock and check all his phone calls. And wait. He's not gonna move. It's up to Tarrance. He'll find him again, and the next time we'll be there. Try to keep him in the building as much as possible. When he leaves, let us know, if you can. I don't think it's that bad, really.” (Grisham 96).

The conversation above made by Locke and Lambert to their stuff, DeVasher. Locke and Lambert commanded DeVasher to keep watching to Mitch, they were afraid if Mitch share the problems contained in the firm to FBI. As a result, the firm plotted something for Mitch; they sent a beautiful woman to seduce Mitch while on a tax work for client in the Cayman Islands, at that night, they make love in the sand. From the darkness, there was someone took the photos of the pair. The photos end up with DeVasher. Then DeVasher threatened Mitch that he would tell his wife about the photos if he did not keep his mouth shut.

“Come on, Mitch.”











“Right. You want me to rush into your arms for protection. You’re an idiot, Tarrance. Voyles is an idiot. You’re all idiots. And I’m a fool for trusting you.” (Grisham 321).

The conversation above described that some of the FBI’s person sold the information about the cooperation made between Mitch and FBI. Therefore, Mitch was chased by the firm’s people. At that time, he felt cheated by an FBI agent; he decides to run away with his wife and also his brother Ray. As a result, he is in pursuer of FBI and the firm’s people.

### **3.3.2. Giving the Evidences to FBI**

Mitch, his wife, Ray and Tammy, Eddis’s wife keep running, and Ray protect Abby from a hit man of Bendini, Lambert & Locke. The FBI and the hit man did everything to get them, but the four always made it one step ahead of their pursuers. Mitch, his wife and brother had to flee from the law firm and the FBI. Eventually they escaped and all the documents as the evidences of a crime law firm were given to the FBI, it could be used to sue the Bendini, Lambert & Locke.

Before he picked up the flight schedule, he asked his partner Tammy to tell Abby to catch up soon. Tammy immediately told Abby to take the flight schedule to

Nashville as soon as possible. Abby who was at her parents' home immediately took flight schedule urgently.

“Okay. What are your travel plans?”

“I’m coming to Nashville, but I’m not sure when I’ll be there. I gotta go. Listen, Tammy, tell Abby she could be dead within the hour if she doesn’t run. So run, damn it, run!”

“Okay, boss..” (Grisham 325).

The flight from Huntington to Atlanta was two hours away, and Abby sat in a secluded corner of a dark lounge watching. Just watching. In the chair next to her was a carry-on bag. Contrary to her urgent instructions, she had packed a toothbrush, makeup and a few clothes. She had also written a note to her parents, giving a brief story about how she had to run to Memphis, needed to see Mitch, everything’s fine, don’t worry (Grisham 327).

Mitch flew to Nashville. He arrived at 6 P.M., Wednesday (Grisham 328).

The narrations above described how they escaped the FBI and the firm's pursuit; they went to Nashville, Tennessee.

Finally, Mitch made several videotapes explaining exactly how the Mafia used the firm to commit crimes. Mitch asked Tammy to contact Tarrance to inform him that the Bendini Lambert & Locke’s documents that have been promised may be taken. With the documents, FBI would be able to reveal the deceitfulness of the firms,



