

# Facet Sayings and Songs

## Illustrating the MBTI® Step II Facets

By Naomi Quenk and Jean Kummerow

MBTI® Step II provides additional ways of understanding psychological type by focusing on 20 facets or ways in which type characteristics are expressed. In this handout, we offer the essence of each facet in a content outline, followed by the names of the facet poles with the three words or phrases describing each. Then to enhance your understanding of the facets, we offer sayings, quotations, song titles, and song lines that seem to capture the central theme of each facet pole.

### Extraversion (E)

### Introversion (I)

#### Ways to connect with others

**Initiating:** Sociable, congenial, introduce people

♪ “Getting to know you, getting to know all about you.” —FROM *THE KING AND I* (OSCAR HAMMERSTEIN).

♪ “You say goodbye and I say hello” —BEATLES (1967)

♪ “Willkommen! Bienvenue! Welcome!” —FROM *CABARET* BY FRED EBB AND JOHN KANDER (1966).

**Receiving:** Reserved, low-key, are introduced

“It is better to be alone than in bad company.” —GEORGE WASHINGTON (Old Italian proverb)

“I want to be alone.” —GRETA GARBO IN *GRAND HOTEL* (1932).

♪ *All Alone by the Telephone* —ALBUM TITLE (POLLY BERGEN)

#### Communicating feelings, thoughts, interests

**Expressive:** Demonstrative, easier to know, self-revealing

“People who make no noise are dangerous.” —LA FONTAINE

Open mouth, insert foot. —ANONYMOUS

♪ “My head is filled with things to say.” —FROM *I WANT TO TELL YOU* BY THE BEATLES (1966).

**Contained:** Controlled, harder to know, private

“Well-timed silence hath more eloquence than speech.” —MARTIN FRAQUHAR TUPPER

“Keep your own counsel. If you do not keep it for yourself, you cannot expect others to keep it for you.” —FROM “TACT” BY SIR JOHN LUBBOCK (1834–1913).

“Why do you want to open the outside door when there is an inside door? Everything is within.” —YOGASWAMI



Breadth and depth of relationships

**Gregarious:** Seek popularity, broad circle, join groups

“There are no strangers, only friends you haven’t met yet.” —ANONYMOUS

♪ Hi Ho! The Gang’s all Here! —FROM *DANCING LADY* (1933). LYRICS BY HAROLD ADAMSON; MUSIC BY BURTON LANE.

♪ “I want to be in that number when the saints go marchin’ in.” —LUTHER G. PRESLEY (1937)

**Intimate:** Seek intimacy, one-on-one, find individuals

“One friend in a lifetime is much; two are many; three are hardly possible.”

—HENRY BROOK ADAMS

“Good fences make good neighbors.”

—ROBERT FROST

♪ Just You, Just Me —DAVE BRUBECK (COMPOSER, JESSE GREER)

Ways to communicate, socialize, learn

**Active:** Interactive, want contact, listen and speak

“Who reflects too much will accomplish little.” —SCHILLER (1804)

“A man of action, forced into a state of thought, is unhappy until he can get out of it.” —JOHN GALSWORTHY (1931)

♪ Don’t waste my time, show me! —FROM *MY FAIR LADY* (ALAN JAY LERNER AND FREDERICK LOEWE).

**Reflective:** Onlooker, prefer space, read and write

“People say that life is the thing, but I prefer reading.” —LOGAN PEARSALL SMITH (1931)

“‘The horror of that moment’ the king went on, ‘I shall never never forget!’ ‘You will, though,’ the queen said, ‘if you don’t make a memorandum of it.’” —FROM *THROUGH THE LOOKING GLASS* BY LEWIS CARROLL.

♪ Write Me a Letter —Aerosmith

Level and kind of energy

**Enthusiastic:** Live., energetic, seek spotlight

“Nothing great was ever achieved without enthusiasm.” —RALPH WALDO EMERSON

♪ Take me out to the ballgame! —JACK NORWORTH (1908); MUSIC BY ALBERT VON TILZER.

♪ I Heard It Through the Grapevine —NORMAN WHITFIELD AND BARRETT STRONG; RECORDED BY GLADYS KNIGHT (1967).

**Quiet:** Calm, enjoy solitude, seek background

“For words divide and rend/But silence is most noble till the end.” —A. C. SWINBURNE

“Silence is golden.” —A SWISS PROVERB QUOTED IN *SARTOR RESARTUS* BY THOMAS CARLYLE.

♪ Sounds of Silence —BY PAUL SIMON; RECORDED BY SIMON AND GARFUNKEL.

## Sensing (S)

## Intuition (N)

### Focus of attention

**Concrete:** Exact facts, literal, tangible

“What part of ‘no’ don’t you understand?  
Is it the ‘n’ or the ‘o’?”

—JACQUELINE S. LEVY (2000)

“What I can’t see, I never will believe in!”

—SAMUEL JOHN STONE FROM “SOLILOQUY OF A  
RATIONALIST CHICKEN” (*HARPER’S MONTHLY*,  
SEPTEMBER 1875).

♪ “Seventy-six trombones led the big parade,  
110 coronets . . .”

—FROM *THE MUSIC MAN*; MUSIC AND LYRICS  
BY MEREDITH WILLSON.

**Abstract:** Figurative, symbolic, intangible

“Not everything that counts can be counted,  
and not everything that can be counted  
counts.” —SIGN HANGING IN EINSTEIN’S OFFICE  
AT PRINCETON.

“Things are seldom what they seem.”

—W. S. GILBERT

“Some things have to be believed to be seen.”

—RALPH HODGSON (1871–1962)

♪ Every Picture Tells a Story

—MUSIC AND LYRICS BY ROD STEWART  
AND RON HUNTER.

### How information is used

**Realistic:** Sensible, matter-of-fact, seek efficiency

“A bird in the hand is worth two in the bush.”

—CERVANTES, *DON QUIXOTE* (1605)

“Few things are harder to put up with than the  
annoyance of a good example.”

—MARK TWAIN

“All that glitters is not gold.”

—SHAKESPEARE, *MERCHANT OF VENICE* (1596–97)

**Imaginative:** Resourceful, inventive, seek novelty

“To imagine is everything, to know is nothing  
at all.” —ANATOLE FRANCE

“Everything you can imagine is real.”

—PABLO PICASSO

“I like the dreams for the future better than  
the history of the past.”

—THOMAS JEFFERSON

### What is made from what is known

**Practical:** Pragmatic, results-oriented, applied

“Genius is one percent inspiration and ninety-  
nine percent perspiration.”

—THOMAS EDISON (1932)

“He is a fool who leaves things close at hand to  
follow what is out of reach.” —PLUTARCH

♪ Takin’ Care of Business

—RANDY BACHMAN (*BACHMAN TURNER OVERDRIVE*)

**Conceptual:** Scholarly, idea-oriented, intellectual

“The test of a first-rate intelligence is the ability  
to hold two opposed ideas in mind at the same  
time, and still retain the ability to function.”

—F. SCOTT FITZGERALD, *THE CRACK-UP* (1936)

“Remember, all that the mind can conceive  
exists.” —HAZRAT INAYAT KHAN

“If the human brain were so simple that we  
could understand it, we would be so simple  
that we couldn’t.” —EMERSON M. PUGH

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## Ways to make meaning

**Experiential:** Hands-on, empirical, trust experience

“Theory is fine, but it doesn’t prevent things from existing.”

—JEAN-MARTIN CHARCOT

“Not the fruit of experience, but experience itself, is the end.”

—WALTER PATER (1873)

“When pigs fly!” —ANONYMOUS

**Theoretical:** Seek patterns, hypothetical, trust theories

“There is a theory which states that if ever anybody discovers exactly what the Universe is for and why it is here, it will instantly disappear and be replaced by something even more bizarre and inexplicable. There is another theory which states that this has already happened.” —DOUGLAS ADAMS

“Higher than reality stands possibility.”

—ANONYMOUS

## Value of traditions

**Traditional:** Conventional, customary, tried-and-true

Don’t throw the baby out with the bathwater.

—AMERICANIZATION OF A GERMAN PROVERB  
POPULARIZED BY THOMAS MURNER IN  
*NARRENBESCHWÖRUNG* (1512)

“Those who cannot remember the past are condemned to repeat it.” —GEORGE SANTAYANA

“There is no new thing under the sun.”

—ECCLESIASTES 1:8

**Original:** Unconventional, different, new and unusual

“All good things which exist are the fruits of originality.”

—JOHN STUART MILL IN *ON LIBERTY* (1859)

♪ “To dream the impossible dream.”

—DON QUIXOTE IN *MAN OF LA MANCHA*

“There is nothing permanent except change.”

—HERACLITUS (513 B.C.)

## Ideal decision-making strategy

**Logical:** Impersonal, seek impartiality, objective analysis

“I think, therefore I am.”

—DESCARTES, *LE DISCOURSE DE LA METHODE* (1637)

“Contrariwise,” continued Tweedledee, “if it was so, it might be; and if it were so, it would be; but as it isn’t, it ain’t. That’s logic.”

—LEWIS CARROLL, *THROUGH THE LOOKING GLASS*

♪ “A B C as simple as Do Re Mi.”

—*SOUND OF MUSIC*

**Empathetic:** Personal, seek understanding, central values

Sorrow shared is halved. Joy shared is doubled. —NATIVE AMERICAN PROVERB

“What wisdom can you find that is greater than kindness?”

—JEAN-JACQUES ROUSSEAU

♪ I Understand —LYRICS BY KIM GANNON  
AND MUSIC BY MABEL WAYNE.

## Actual decision-making style

**Reasonable:** Truthful, cause-and-effect, apply principles

“Logical consequences are the scarecrows of fools and the beacons of wise men.”

—THOMAS HUXLEY (1874)

“Happy the man who could search out the causes of things.” —VIRGIL

♪ “Why can’t a woman be more like a man?”  
—*MY FAIR LADY*

**Compassionate:** Tactful, sympathetic, loyal

“Three things in human life are important. The first is to be kind. The second is to be kind. The third is to be kind.” —HENRY JAMES

“The worst sin toward our fellow creatures is not to hate them, but to be indifferent to them: That’s the essence of inhumanity.”

—GEORGE BERNARD SHAW

♪ Can We Still Be Friends?  
—LYRICS BY TODD RUNDGREN, RECORDED BY ROD STEWART

## Ways to handle differences

**Questioning:** Precise, challenging, want discussion

“It is better to debate a question without settling it than to settle a question without debating it.”

—JESEPH JOUBERT

“A man who is always ready to believe what is told to him will never do well.”

—GAIUS PETRONIUS, SARTYRICON

♪ “I want to know why” —AEROSMITH

**Accommodating:** Approving, agreeable, want harmony

♪ Never Met a Man I Didn’t Like

—LYRICS BY BARRY MANILOW

“Speak the affirmative; emphasize your choice by utter ignoring of all that you reject.”

—RALPH WALDO EMERSON

♪ We Can Work It Out —JOHN LENNON

## General outlook on differences

**Critical:** Skeptical, want proof, critique

“I can’t help it. I was born sneering.”

—W. S. GILBERT

“I am easily satisfied with the very best.”

—WINSTON CHURCHILL

♪ It Ain’t Necessarily So  
—GEORGE & IRA GERSHWIN

**Accepting:** Tolerant, trusting, give praise

“It is easier to believe than to deny. Our minds are naturally affirmative.”

—JOHN BURROUGHS

Every cloud has a silver lining.

—PROVERB

♪ Let It Be —PAUL McCARTNEY

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## Thinking (T)

## Feeling (F)

## Manner of standing by a decision

**Tough:** Firm, tough-minded, ends-oriented

“There is nothing I love as much as a good fight.” —FRANKLIN D. ROOSEVELT

“If you can’t stand the heat, get out of the kitchen.” —HARRY TRUMAN

♪ You Don’t Mess Around with Jim  
—JIM CROCE

**Tender:** Gentle, tender-hearted, means-oriented

“It is not enough to do good; one must do it the right way.” —JOHN, VISCOUNT MORLEY OF BLACKBURN

“It is only one step from toleration to forgiveness.” —SIR ARTHUR WING PINERO

♪ “Love me tender, love me true.”  
—ELVIS PRESLEY AND VERA MATSON

## Judging (J)

## Perceiving (P)

## General organization and flow of life

**Systematic:** Orderly, structured, dislike diversions

“A place for everything and everything in its place.” —ISABELLA MARY BEETON (1861)

“Early to bed and early to rise makes a man healthy, wealthy and wise.”  
—BENJAMIN FRANKLIN

♪ People Get Ready —ROD STEWART  
(LYRICS AND MUSIC BY CURTIS MAYFIELD).

**Casual:** Relaxed, easygoing, welcome diversions

“The melancholia of everything completed.”  
—NIETZSCHE

“There are two kinds of people, those who finish what they start and so on.”  
—ROBERT BYRNE

♪ “Take It Easy”  
—THE EAGLES

## Arranging leisure time

**Planful:** Future-focused, advance planner, like firm plans

“If you don’t know where you are going, you will wind up somewhere else.” —YOGI BERRA

“If you do not think about the future, you cannot have one.”  
—JOHN GALSWORTHY, SWAN SONG (1928)

♪ I Know Where I’m Going —TRADITIONAL  
(HERBERT HUGHES); ARRANGED BY BURL IVES.

**Open-ended:** Present-focused, go with the flow, make flexible plans

“I get up every morning determined both to save the world and have one hell of a good time. Sometimes this makes planning the day difficult.” —E. B. WHITE

♪ Don’t Worry, Be Happy —BOBBY MCFERRIN

♪ “Leavin’ on a jet plane, don’t know when I’ll be back again.” —PETER, PAUL AND MARY

## Dealing with deadlines, time pressures

**Early Starting:** Motivated by self-discipline, steady progress, late start stressful

“He who has begun has half done. Dare to be wise; Begin!” —HORACE

“Better three hours too soon than a minute too late.” —SHAKESPEARE, *MERRY WIVES*

♪ “Just get me to the church on time”  
—FROM *MY FAIR LADY*; LYRICS BY ALAN JAY LERNER.

**Pressure-Prompted:** Motivated by pressure, bursts and spurts, early start unstimulating

“All work and no play makes Jack a dull boy.”  
—JAMES HOWELL (1659)

“A man is not idle because he is absorbed in thought. There is a visible labor and there is an invisible labor.” —VICTOR HUGO (1862)

♪ “Just thinking about tomorrow, tomorrow, tomorrow . . .”  
—FROM *ANNE*; LYRICS BY MARTIN CHARMIN.

## Using schedules, routines

**Scheduled:** Want routine, make lists, procedures help

“Work consists of whatever a body is obliged to do . . . play consists of whatever a body is not obliged to do.” —MARK TWAIN

“It is not in novelty, but in habit that we find the greatest pleasure.” —RAYMOND RADIGUET

♪ Working 9 to 5 —LYRICS AND RECORDING  
BY DOLLY PARTON.

**Spontaneous:** Want variety, enjoy the unexpected, procedures hinder

“Consistency requires you to be as ignorant today as you were a year ago.”  
—BERNARD BERENSON

“One of the advantages of being disorderly is that one is constantly making exciting discoveries.” —A. A. MILNE

♪ “Born free, as free as the wind blows . . . born free to follow your heart” —LYRICS BY DON BLACK.

## Sequencing smaller tasks to complete larger ones

**Methodical:** Plan specific tasks, note subtasks, organized

“Begin at the beginning . . . and go on till you come to the end: then stop.” —LEWIS CARROLL, *ALICE'S ADVENTURES IN WONDERLAND* (1865).

“Just follow the yellow brick road.”  
—FROM *THE WIZARD OF OZ*

“One small step for a man, one giant leap for mankind.” —NEIL ARMSTRONG (1969)

**Emergent:** Plunge in, let strategies emerge, adaptable

The right time comes when one is ready.  
—CARL JUNG

“One never goes so far as when one doesn't know where one is going.”  
—JOHANN WOLFGANG VON GOETHE, LETTER TO KARL FRIEDRICH ZELTER (DEC 3, 1812).

♪ “The answer is blowing in the wind.”  
—BOB DYLAN (POPULARIZED BY PETER, PAUL, AND MARY.)

## Midzone Scores

You probably noticed that we haven't provided any midzone illustrations. That's because we couldn't find sayings and songs that reflected midzones for all twenty facets! However, we do have a few offerings that describe the midzone as a concept:

“You will go safest in the middle.” —OVID, *METAMORPHOSES*, II, 137

And from a different perspective. . .

“A Plague o' both your Houses” —WILLIAM SHAKESPEARE, *ROMEO AND JULIET*

Here are a few musical descriptions of the midzone:

♪ “I won't say I will, but I won't say I won't” —LYRICS BY IRA GERSHWIN

♪ Both Sides Now —JONI MITCHELL

## Some Concluding Thoughts

We've been revising and adding to *Facet Sayings and Songs* for several years before offering it for publication. We intend it to be a continuing “work in progress.” So we invite you to contribute your own favorite illustrative sayings or songs for our next edition. You might even come up with some great midzone contributions. The only one we found was for Realistic-Imaginative: The poet Samuel Taylor Coleridge said, “The mind half sees and half creates.”

Since each of you is either Realistic, Imaginative, or in the Midzone on this facet, go forth and SEE what you can find out there and CREATE ever better ways to describe the twenty facets of MBTI Step II. Then please send them to our attention at [editor@capt.org](mailto:editor@capt.org) using the subject line, Facet Sayings. You may see your efforts preserved for posterity in future revisions of this work.

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