BIO

Stephen Long, PhD

Founder of The Prosperity Trait®
Licensed IP Platform for Scalable Human Performance & Measurable Business Outcomes

Dr. Stephen Long is the founder of Long Training+Research and the creator of The Prosperity Trait®, a proprietary psychological platform that identifies and develops the human attribute responsible for value creation.

At the core of his intellectual property is the Prosperity Trait Index© (PTi)—a psychometric instrument that quantifies the behaviors that drive leadership, productivity, and organizational performance. His IP platform powers a suite of training programs, certification tracks, and advisory systems designed to scale leadership development across industries. Dr. Long transformed executive coaching from a human performance practice into a repeatable, scalable system—anchored in psychometrics, grounded in behavioral science, and proven to drive enterprise performance.

Licensed by consultants and adopted by organizations, Dr. Long's work delivers measurable improvements across eight key business outcomes—from culture to strategy execution. His research-backed tools enable companies to hardwire human performance into business strategy—creating sustainable value through their people.

Dr. Long's interest in human performance began as a college football coach, where he served under College Football Hall of Fame coaches Tubby Raymond and George Welsh. His career evolved from athletics into education, research, and performance psychology, including faculty appointments at the University of Delaware, the University of Kansas, and the United States Air Force Academy. At the Air Force Academy, he served as Head of Performance Psychology in the Human Performance Laboratory, applying behavioral science to the challenges of learning, adaptation, decision-making, and consistent performance under pressure.

Dr. Long earned his PhD in Education from the University of Kansas, where he was honored as Doctoral Student of the Year. His doctoral research contributed to developing the psychological trait that ultimately became The Prosperity Trait®. Author of four books, he has devoted his career to understanding why individuals and organizations perform inconsistently—and to developing measurable, scalable systems that reduce the variability between human potential and actual performance. His research and professional experience span business, athletics, the military, education, and the performing arts.