



The Los Angeles Behavioral Economics Laboratory (LABEL) is a research center led by Dr. Isabelle Brocas and Dr. Juan Carrillo, dedicated to the study of decision-making and its implications on life outcomes and markets. For more information on LABEL, please visit our [website](#).

New Report

Nature vs. nurture: genetic influences on cognition and personality

Behavioral genetics studies the influence of genetic variations and environmental factors on behavioral traits. Twin and family studies have shown that cognitive functions, intelligence and personality traits exhibit significant genetic influence. Gene-based studies reveal that most traits are driven by a large number of genes, each exerting a tiny influence.



L. Belian and I. Brocas, [The genetic influences of cognition and personality](#), LABEL reports, December 2021

For a full list of LABEL reports, check [here](#).

Recent Publications

- Brocas I. and J. Carrillo, [“The development of randomization and deceptive behavior in mixed strategy games”](#), Quantitative Economics, forthcoming.
- Brocas I. and J. Carrillo, [“Self-serving, altruistic and spiteful lying in the schoolyard”](#), Journal of Economic Behavior and Organization, 187, 159-175, 2021.
- Brocas I. and J. Carrillo, [“Steps of reasoning in children and adolescents”](#), Journal of Political Economy, 129 (7), 2067-2111, 2021.

For more information about our research, check [here](#).

LABEL High School Journal



Understanding Factors that Facilitate Theory of Mind Development in Children

LABEL Trainee Pujan Shah investigates how Theory of Mind develops in children. Pujan discusses recent research on children with autism spectrum disorder, and their impairment of executive function and difficulty engaging in pretend play. These insights, when compared with behaviors of neurotypical children, help to create a more complete picture of the origin and contributing factors of Theory of Mind.

[Understanding Factors that Facilitate Theory of Mind Development in Children](#). P. Shah, LABEL High School Journal, December 2021.

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LABEL Trainee features



En Qi Teo

National University of Singapore

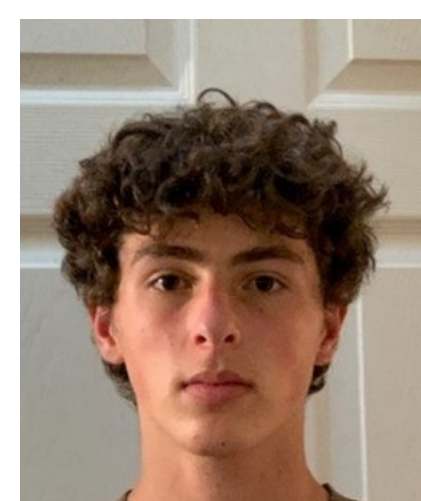
At LABEL, En Qi has been investigating the neural basis and economic implications of grit. En Qi has most enjoyed the specialized nature of the program, and feels she has gained a well rounded understanding of what it takes to research a narrow topic. In addition to her work at LABEL, she studies applied microeconomics as a research assistant at National University of Singapore.



Harry Kaplan

South High School, Torrance

Harry has been diligently studying time preference development. He has most enjoyed the opportunity to read studies conducted around the world-- from the US to Germany, to Sweden-- and he is grateful for the exposure to academic research this program has given him. Harry will be pursuing a bachelor's degree in economics in Fall 2022.



Setrak Kossayan

International School of Los Angeles

At LABEL, Setrak has been researching the effect of poverty on education and life outcomes. He has learned about the strong link between economics and behavioral science, and he has gained great appreciation for the depth of knowledge that results from consistent study on a single topic. Setrak will be attending college in California in the fall, where he will major in economics.



Ciara Collins

University of Southern California

Ciara will soon receive a bachelor's degree in economics and cognitive science from USC. At LABEL, Ciara has been working on the neural basis of risk and uncertainty. She has learned about the great body of behavioral economics knowledge which has shaped current questions in the field. Ciara's next step will be entering the private sector as a Private Wealth Associate at an LA-based asset management company upon graduation.

Announcements

Education at USC

LABEL disseminates knowledge regarding decision-making and the methods to study it. We sponsor **several courses and programs** for undergraduate, master and PhD students at USC, all designed for students who wish to explore careers in the Behavioral Sciences as consultants, researchers or policy makers.

PhD Application

USC students who would like to express interest in completing their disseration at LABEL should inform us by completing this **form**. LABEL enrolls students who wish to study decision-making through interdisciplinary approaches.

Background: Cognitive Sciences, Economics, Neuroscience, or Computer Science.

Training the next generation of students

The **Little Experimentalists Program** organizes events in schools to teach students how to think startegically and to inform parents and teachers about the development of cognition and decision-making.

The **LABEL Training Program** offers students (10th grade and up) the opportunity to participate in research activities in our group. Read about our trainees' experiences [here](#). Our lab is currently accepting **applications** for next academic year (deadlines are March 15 and June 15).



Participate in our studies

If you are a **student or an employee** from USC, register [here](#).

If you are a **parent living in Los Angeles** and would like your child to participate in our studies, register [here](#).

If you are **living in Los Angeles and are 18 and older** and would like to participate in our studies on decision-making over the life cycle,register [here](#).

All others, please contact us at label@dornsife.usc.edu



USC Dornsife

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