



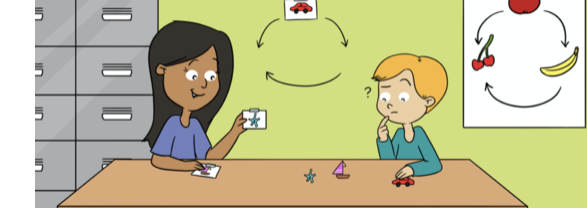
# USC Dornsife



The Los Angeles Behavioral Economics Laboratory (**LABEL**) is a research center dedicated to experimental research on economic decision-making and strategic interactions, led by Dr. Isabelle Brocas and Dr. Juan Carrillo. At **LABEL**, we focus on the collection of "non-choice" data such as reaction times, skin conductance, neural activity, and eye movements to better understand the mechanisms underlying decision-making. We are also particularly interested in the study of age-related changes in decision-making. For more information on **LABEL**, please visit our [website](#).

## Studying decision-making in children: challenges and opportunities

Decision-making in children and adolescents is receiving increasing attention among economists. Studies shed light on opportunities for economists to understand the developmental causes of anomalous behavior in adults and to propose interventions at a young age capable of improving adult outcomes. Nevertheless, the study of children also brings new challenges that require methodological adjustments. Indeed, children are not little adults. They have their own ways of accounting for information, their own motivations, and their own limitations. These are critically linked to brain development and cognitive development, which operate in concert and shape behavior. These differences with respect to adult populations impose constraints on experimental designs. Often, children behave differently from adults. Recent studies share the need to account for age-related factors in the design of protocols. Read the methodological survey discussing the pitfalls, challenges and opportunities [here](#).



## What does it mean to choose rationally?

Is it possible to know which choices make sense and which ones do not? In this article we explain to children and teenagers an important property that needs to be satisfied for a combination

of choices to be rational.

We thank our research assistants Sobhana Atluri and Jean Guo as well as our interns Arthur Acker, Rhea Baba, David Carrillo, Stephanie Cook, Kirill Lanski, Eena Ohannessian, and Mihir Parekh for their contribution to the writing of this article for Frontiers for Young Minds. Read the full article [here](#).



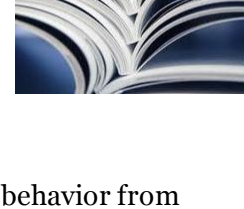
## LILA Study

In our 7th year of collaboration with the Lycée International de Los Angeles (LILA), we conducted a study on economic decision-making with over 260 student-subjects from grades 6 to 11. We are very excited as we hope the study helps us understand how the ability to interpret other's incentives in trading contexts develop, a facet of

developmental decision-making that we haven't explored before.

The weeks preceding the experiment was a roller coaster ride from the design of the study and the interface to the testing and troubleshooting of the application on oTree. Thanks to our students and interns at LABEL and the staff at LILA for making this happen! Special thanks go to Emmanuelle Acker, the Head of the Math Department at LILA, for her continuous support!

## New publications



Studying decision-making in children: challenges and opportunities, I.Brocas and J. Carrillo, Journal of Economic Behavior and Organization, forthcoming (2020). [PDF](#)

The development of social strategic ignorance and other regarding behavior from childhood to adulthood, I.Brocas and J. Carrillo, Journal of Behavioral and Experimental Economics, forthcoming (2020). [PDF](#)

What does it mean to choose rationally?, with J. Carrillo, 2020, Frontiers for Young Minds. [PDF](#)

The evolution of choice and learning in the two-person beauty contest game from kindergarten to adulthood, I.Brocas and J. Carrillo, *Games and Economic Behavior*, 116, 217-240 (2019). [PDF](#)

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

## Future events

**Spring 2020 LABEL seminar series** - In the upcoming weeks, the LABEL seminar series will host Aleksandr Alekseev (Chapman U), David Rojo Arjona (Chapman U), Anya Samek (USC), and Isabel Treviño (UCSD).

For more information about upcoming events, please visit our [website](#).

## Education at USC

LABEL is dedicated to disseminating knowledge on experimental methods and to explaining why they help understand how we make decisions every day. For that purpose, we have designed **several courses and programs** for college and graduate students at USC.

**New!** LABEL is sponsoring the Behavioral Economics Track of the Economics MA at the University of Southern California. The program is designed for students who wish to pursue a dissertation in Behavioral Economics or Experimental Economics and for students who wish to explore careers in Behavioral Sciences as consultant or researcher. The track will officially start in the Fall 2020.

## Training the next generation of students

We organize events in schools through our **Little Experimentalists Program** to teach students how to think about decisions in simple situations and to provide general information about the development of decision-making to parents and teachers. Also, our **LABEL Training Program** allows students (10th grade and up) to participate in research activities in our group. Our lab is currently accepting **applications** for the internship program for the fall period.

## Welcome to the new members of our team



**Sacha Bazzal**  
Northwestern University

Sacha has been working with LABEL since January 2020. She is a graduate of Northwestern University where she studied organizational theory.

Sacha is interested in understanding behavioral economics through non-choice data. Her current work supports new research ideas on behavior and decision-making in teenagers.



**Matt Burr**  
MA Economics, USC

Matt joins LABEL officially in 2020 after being involved with the lab as a graduate student since 2018.

He originally graduated from Dartmouth College in 2003 with a BA in Economics but more recently completed an MA in Economics at USC, where his studies focused on behavioral and experimental economics.

Prior to USC, Matt worked in Digital Media Strategy at the NFL and led the League's data analysis for each of the 32 teams. He brings a wealth of knowledge about emerging platforms like Facebook and Twitter and hopes to leverage that background into a successful career in academic research.

We also welcome two new remote interns to our team:

- Karoune Kossayan (Lycee International de Los Angeles, CA)
- Emma Levi (Lycee International de Los Angeles, CA)

## Congratulations to our recent graduate!



**Katie Zyuzin**

responsible for curriculum development.

We would like to congratulate one of our lab's PhD students! Katie has been working with LABEL and is a part of the USC Neuroscience Graduate Program. She graduated in December 2019.

Her dissertation explores value-based decision-making in young and old adults and identifies differences in brain patterns of activity associated with how we value options over the life cycle.

Currently, she is a Biology Laboratories Manager at Occidental College. She is responsible for productive outcomes of communication between the faculty, staff and other teams in the department. She is also

## Participate in our studies



If you are a **student or an employee** from the University of Southern California, you can register [here](#).

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

All others, please contact us at [label@dornsife.usc.edu](mailto:label@dornsife.usc.edu)



**USC Dornsife**

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