

## USC Dornsife



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 reports



#### The genetic and environmental influences of decision-making and life outcomes

Genes influence cognitive abilities and personality traits, but do they also affect our economic preferences and our decision-making styles? Behavior genetics is gradually revealing causal links

between genetics, behavior, and life outcomes. Understanding the interplay between nature and nurture is critical to designing interventions that allow people to reach their goals. This research is an extension of our recent report, "The genetic influences of cognition and personality."

L. Belian and I. Brocas, **The genetic influences of decision-making and life outcomes**, LABEL reports, March 2022.

#### How effective is the Head Start program?

Head Start is a federally funded early education program that provides comprehensive support services to children and families in poverty. One key initiative is focusing on children's cognitive, social, and emotional development in preparation for the learning challenges of kindergarten. Several studies have evaluated the impact of the program.



I. Brocas and E. Lee, **What is the impact of the Head Start Program?** LABEL reports, March 2022.

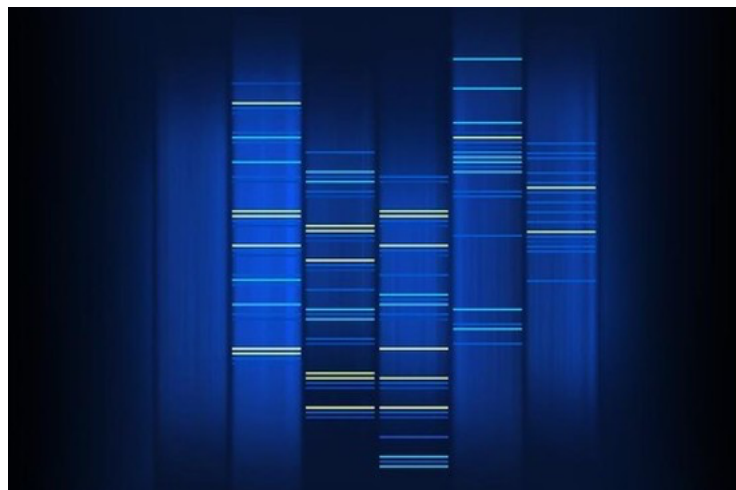
For a full list of LABEL reports, check **[here](#)**.

### 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, please check **[here](#)**.

### LABEL High School Journal



#### The changing role of genetic influences on general cognitive ability over time

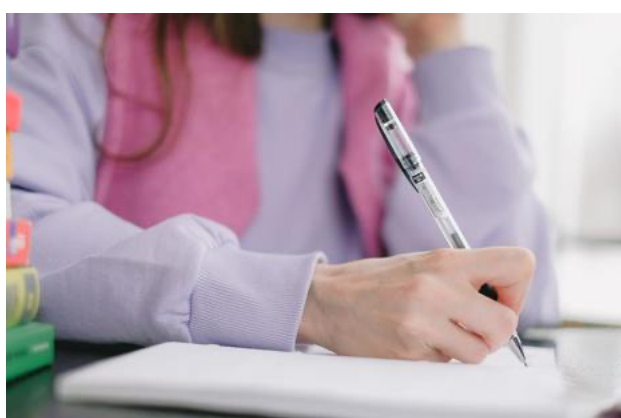
LABEL Trainee Ritoli Jain investigates the influence of genetics on cognitive ability, especially in the domain of intelligence, and how this influence may change over the life span. Through extensive literature review of twin studies, Ritoli discovers cognitive ability is heavily dependent on heritability.

This correlation only grows stronger with time. Ritoli discusses the compounding factors of genetics and environment-- how one can exacerbate the other, leading to an even larger combined effect. These conclusions are helpful in better understanding decision-making and life outcomes.

**The changing role of genetic influences on general cognitive ability over time.** R. Jain, LABEL High School Journal, March 2022.

For a full list of the articles we publised in LABEL High School Journal, check **[here](#)**.

### Training Program



#### Welcome New Trainees!

From our most competitive applicant pool to date, we have recently accepted 9 new students to join our Training Program for Spring 2022. Congratulations students! Nikhil, Ellee, Anisha, Harshini, Shreya, Kyle, Ajay, Matthew, and Laura are already hard at work diving into literature on education, development, and cognition. We are delighted

to have them aboard!

For a current list of our Trainees, check **[here](#)**.

### Featured Students



Sophia has been diligently studying the effects of early education and discrimination on cognitive development and life outcomes. She has enjoyed learning about the variety of research methods used to better understand these topics. Sophia graduates high school in the spring and will be pursuing interests in public health, environmental science, and journalism.

Sophia Ran  
The Baldwin School



Ruhani has recently assumed the role of Group Leader for our research group studying the behavioral economics of grit. Ruhani has enjoyed getting hands-on experience of the early stages of the research process, and she has learned a lot about the applications of grit psychology in various fields. Ruhani is a freshman at the University of Toronto, studying financial economics and cognitive science.

Ruhani Walia  
University of Toronto

### 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.

#### 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 fall 2022 and for academic year 2022-2023 (deadline is 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](mailto:label@dornsife.usc.edu)**



**USC Dornsife**

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