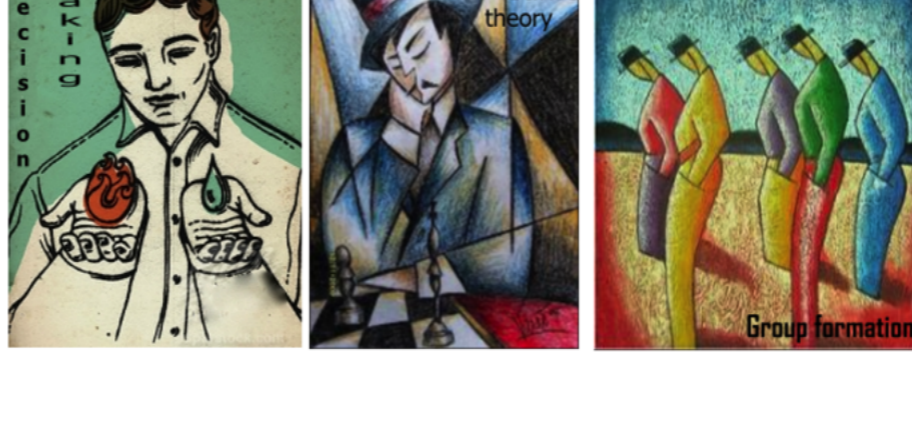




USC Dornsife

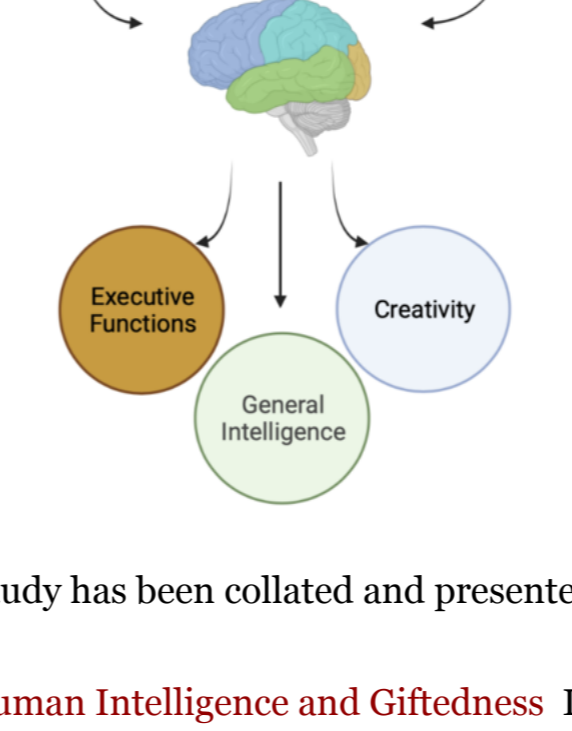


The Los Angeles Behavioral Economics Laboratory (LABEL) is a research center led by Dr. Isabelle Brocas and Dr. Juan Carrillo, dedicated to the study of decision-making and its implications on life outcomes and markets. For more information on LABEL, please visit our [website](#).

New Report

Intellect or character? Disentangling intelligence and giftedness.

Intelligence, giftedness, and their neural correlates are difficult to define. Available definitions do not fully account for traits such as creativity and emotional intelligence. This paper aims to better define the neuroscientific, genetic, and behavioral mechanisms that underlie intelligence and giftedness, as well as address the ways in which giftedness departs from intelligence. To do so, recent research from diverse fields of study has been collated and presented.



Understanding the Mechanisms that Underlie Human Intelligence and Giftedness I. Brocas and R. Sirdeshmukh, LABEL reports, May 2021.

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

In The News

Some doughnut mind being vaccinated, but some need an additional motivator

As the US inches closer towards herd immunity, policymakers have sought ways to close the gap on vaccine inequality. And now they must tackle ways to motivate vaccine uptake. By first understanding why people make certain decisions or behave the way they do, we can then borrow tools from behavioral economics to increase the rate of vaccinations among those who are undecided. Professor Isabelle Brocas discusses the role behavioral economics plays in the US vaccination campaign in her latest news article.



Beer, doughnuts and a \$1 million lottery – how vaccine incentives and other behavioral tools can help the US reach herd immunity I. Brocas, The Conversation US, May 2021.

For a full list of our short communications, check [here](#).

Featured Research



Can young children reason logically and strategically?

Early cognitive development theories argued that children moved through several stages. Logical thinking was thought to start developing after 7 years old. Recent theories suggest that development is more gradual. Research at LABEL shows that young children

(preschool to 2nd grade) can already think logically and strategically if decisions are simple. They can plan and engage in iterative reasoning and they develop their ability to best-respond to their beliefs about others. A likely key limiting factor of logical reasoning in young children is their underdeveloped working memory, the capacity to temporarily hold information and manipulate it.

I. Brocas and J. Carrillo, "Iterative dominance in young children: experimental evidence in simple two-person games," Journal of Economic Behavior and Organization, 179, 623-637, 2020.

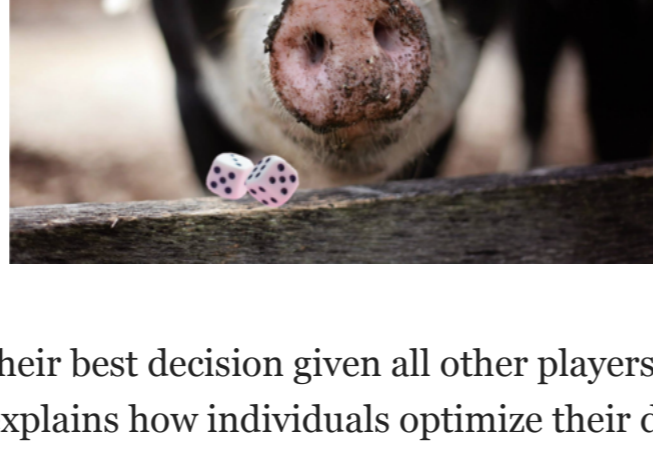
I. Brocas and J. Carrillo "The Determinants of Strategic Thinking in Preschool Children," PLOS One, 13(5), 2018.

Recent Publications

- I. Brocas and J. Carrillo, "Self-serving, altruistic and spiteful lying in the schoolyard," Journal of Economic Behavior and Organization, forthcoming.
- I. Brocas and J. Carrillo, "Steps of reasoning in children and adolescents," Journal of Political Economy, forthcoming.
- I. Brocas and J. Carrillo, "Young children use commodities as an indirect medium of exchange," Games and Economic Behavior, 125, 48-61, 2021.

For a full list of our research, check [here](#).

LABEL High School Journal



This little piggy played game theory

This little piggy went to market, this little piggy stayed home ... this little piggy played game theory. Can pigs make decisions to maximize their payoffs?

According to Nash equilibrium, players select their best decision given all other players also select their best decision. Game theory explains how individuals optimize their decisions – and it can be applied to animals too. LABEL research trainee, Arthur Acker examines strategic behaviors in pigs to determine whether pigs understand incentives or act on genetically inherited strategies. Acker discusses the optimal strategy of pigs in a food incentivized game and pigs' ability to learn in different scenarios. Acker's HSJ article presents evidence that emphasizes the importance of research on the evolutionary basis of game theory in animals.

Rational strategic decision making in pigs A. Acker, LABEL High School Journal, May 2021.

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

Fall Classes

ECON 620 Experimental Methods explores research methods to study paradigms in Behavioral Economics. The class is offered as part of the Behavioral Economics track for masters students and the Behavioral Economics sequence for PhD students.

ECON 420 Experimental Economics explores patterns of behavior in real life and laboratory settings and examines the reliability of economic theories. The class is offered as part of the BA in Economics and the Minor in Behavioral Economics.

For questions about enrollment please contact us at label@dornsife.usc.edu.

LABEL Trainee Features

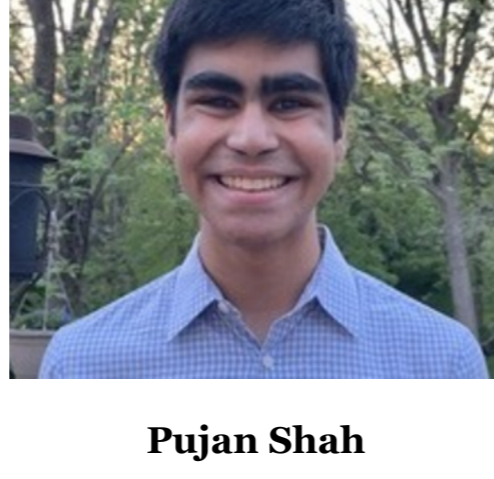


Lillie Renck

University of Notre Dame (IN),
Long Island, NY

Lillie is a college junior double majoring in Psychology and Economics. She joined LABEL to introduce herself to the research processes in behavioral economics.

With LABEL, Lillie has grown as a researcher by polishing her writing skills and navigating high-quality journal articles. Lillie enjoys her research on theory of mind, in both animals and humans, because it offers greater insight into how individuals perceive the world.



Pujan Shah

Montgomery High School,
Montgomery, NJ

Pujan joined LABEL as he was interested in behavioral economics and the interdisciplinary aspect of combining microeconomics and psychology.

The program has enabled Pujan to better understand aspects of scientific research and has exposed him to new areas of behavioral economics. Pujan's research focuses on animal learning and mental time travel as well as theory of mind in humans and animals, equipping him with new insights into decision making.



Ritoli Jain

Evergreen Valley High School,
San Jose, CA

Ritoli joined LABEL due to her fascination in behavioral economics.

Through LABEL, Ritoli has learned about twin studies and the model they provide for researching various human behaviors and traits. By interacting with research papers, Ritoli has learned more about the process of experimental design and analysis.

What's next for our trainees?

Congratulations to the current and past members of the LABEL team on their high school and university degrees! We are excited for what your futures holds. Find out what our team will be up to next. And check out our next newsletter to hear where our other trainees will be off to!



Emma Levi

Major, Political Science
Minor, German



Irfan Khan

Doctoral candidate, Economics



Jennifer Cresap

Major, Economics



Nathan Darmon

Dual BA – Science Po, Politics and Government with a focus on Euro-American relations – Columbia, Economics and Political Science



Rhea Baba

Major, Biology
Minor, Cognitive Science



Victoria Rakkittin

Major, International Economics and Finance
Will also attend astrophysics courses at a nearby university

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 strategically 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 2021 (deadline is June 15th).



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, contact us at label@dornsife.usc.edu



USC Dornsife

Dana and David Dornsife
College of Letters, Arts and Sciences