

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



Decision-making in human's closest living relatives

Studying our close relatives, non-human primates, provides an informative perspective for contextualizing human decision-making. How do chimps or bonobos behave in risky situations, problem solve in groups, or react to ambiguity? By amassing and comparing these behavioral non-human primate studies, we can better

understand the evolutionary history of certain decision-making behaviors in humans.

I. Brocas and X. Yin, **Decision-making in human's closest living relatives**, LABEL reports, May 2022.

What is Working Memory and how to assess it?

Economists are becoming increasingly interested in understanding the correlation between decision-making and cognitive ability. This report concentrates on one critical ability, working memory, and describes the ways to probe it in experimental settings. Working memory facilitates the processing of information, and it is key for reasoning and goal directed behavior. It is also strongly associated with performance in intelligence tests.



I. Brocas, **What is working memory and how to assess it?** LABEL reports, May 2022.

For a full list of LABEL reports, check **here**.

Recent Publications

- Brocas I. and J. Carrillo, "**Adverse Selection and Contingent Reasoning in Preadolescents and Teenagers**", Games and Economic Behavior, 133, 331-351, 2022.
- 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**.

We're Hiring!

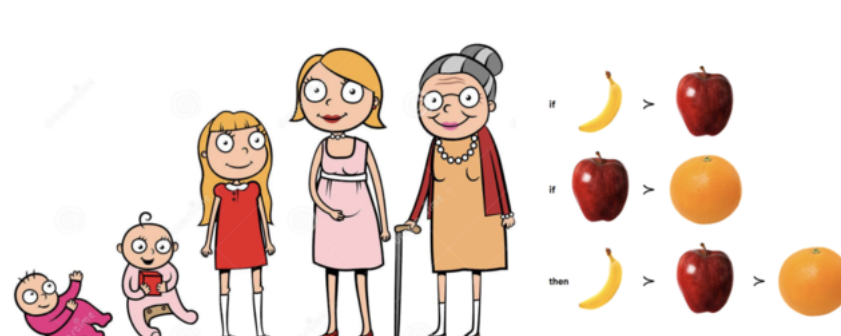


Hiring: Pre-doc Project Specialist

LABEL is hiring a pre-doc project specialist to join us for the 2022-2023 academic year (with option for renewal) to assist with behavioral and experimental economics research. Top candidates would be recent bachelor or master graduates looking to strengthen their research skills with the goal of eventually attending a PhD program. Students with a background in economics, psychology, cognitive science, behavioral science or related field are encouraged to apply.

Please refer to the hyperlinks for the **position description** and **application form**.

Honors Thesis



The ability to choose according to own preferences over the life cycle

Raina Cheung (USC, Psychology) just completed her Honors

Thesis that re-examined LABEL data on choice consistency over the life cycle. In those studies, children, young adults and old adults were asked to make binary choices between items from a set and to also rank all the items independently. While young adults make choices consistent with their reported rankings, children and older adults do not. Raina shows that these discrepancies are associated with age related changes in attentional mechanisms, some of them being linked to known brain areas that support cognitive functions. Raina will attend the Master program in Quantitative Methods in the Social Sciences at Columbia University this coming fall. Congratulations!

Featured Students



Ata is a junior at Michigan State University, majoring in economics and psychology with a minor in social science quantitative data analytics. Ata has been dedicated to investigating grit and personality in our Training Program. His other research interests include stereotypes, prejudice, first impressions, and automatic behavior.

Ata Algan

Michigan State University



Daniel is a recent graduate of Occidental College, where he majored in economics and mathematics. At LABEL, he is currently investigating the correlation between socioeconomic status and brain development and life outcomes. His research interests include behavioral game theory and decision theory.

Daniel Hermosillo

Occidental College

LABEL Alumni: What's next?

Congratulations to our Training Program alumni who have recently been accepted to undergraduate and graduate schools!



Sobhana Atluri

PhD

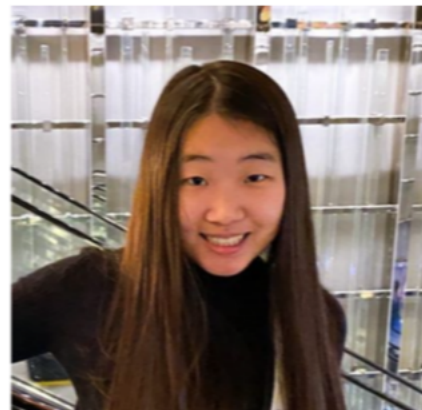
Macro-organizational Behavior (GSB)



Harry Kaplan

BA

Operations Research



Jennifer Kim

BA

Electrical Engineering & Computer Science

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 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**



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