Subjective Expected Utility with Incomplete Preferences*

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November 9, 2011

Abstract

This paper extends the subjective expected utility model of decision making under uncertainty to include incomplete beliefs and tastes. The main results are two axiomatizations of the multi-prior expected multi-utility representations of preference relation under uncertainty. The paper also introduces new axiomatizations of Knightian uncertainty and expected multi-utility model with complete beliefs.

Keywords: Incomplete preferences, Knightian uncertainty, Multi-prior expected multi-utility representations, Incomplete beliefs, Incomplete tastes.

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*We are grateful to Juan Dubra, Robert Nau, Teddy Seidenfeld, Wolfgang Pesendorfer, and three anonymous referees for their useful comments.

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1 Introduction

Facing a choice between alternatives that are not fully understood, or not readily comparable, decision makers may find themselves unable to express preferences for one alternative over another or to choose between alternatives in a coherent manner. This problem was recognized by von Neumann and Morgenstern, who stated that "It is conceivable – and may even in a way be more realistic – to allow for cases where the individual is neither able to state which of two alternatives he prefers nor that they are equally desirable." (von Neumann and Morgenstern [1947] p. 19).[1] Aumann goes further when he says "Of all the axioms of utility theory, the completeness axiom is perhaps the most questionable. Like others of the axioms, it is inaccurate as a description of real life; but unlike them, we find it hard to accept even from a normative viewpoint." (Aumann [1962], p. 446). In the same vein, when discussing the axiomatic structure of what became known as the Choquet expected utility theory, Schmeidler says "Out of the seven axioms listed here the completeness of the preferences seems to me the most restrictive and most imposing assumption of the theory" (Schmeidler [1989] p. 576).[2] A natural way of accommodating such situations while maintaining the other aspects of the theory of rational choice is to relax the assumption that the preference relations are complete.

Presumably, preferences among uncertain prospects, or acts, reflect the decision maker's beliefs regarding the likelihoods of alternative events and his tastes for their consequences contingent on these events. In this context, the incompleteness of the preference relation may be due to the incompleteness of the decision maker's beliefs, the incompleteness of his tastes, or both.

Our objective of studying the representations of incomplete preferences under uncertainty is to identify preference structures on the set of acts that admit multi-prior expected multi-utility representation. In such a representation, the set of priors represents the decision maker's incomplete beliefs, and

[1] Later von Neumann and Morgenstern add, "We have to concede that one may doubt whether a person can always decide which of two alternatives ... he prefers" (von Neumann and Morgenstern [1947] p. 28-29). In a letter to H. Wold dated October 28, 1946, von Neumann discusses the issue of complete preferences, noting that "The general comparability of utilities, i.e., the completeness of their ordering by (one person's) subjective preferences, is, of course, highly dubious in many important situations." (Redei (2005)).

[2] Schmeidler (1989) goes as far as to suggest that the main contributions of all other axioms is to allow the weakening of the completeness assumption. Yet he maintains this assumption in his theory.

the set of utility functions represents her incomplete tastes. More formally, according to the multi-prior expected multi-utility representation, an act f is strictly preferred over another act g if and only if there is a nonempty set Φ of pairs (π, U) consisting of a probability measure π on the set of states S and an affine, real-valued function U on the set $\Delta(X)$ of probability measures on the set X of outcomes such that

$$\sum_{s\in S} \pi(s) U(f(s)) > \sum_{s\in S} \pi(s) U(g(s)) \text{ for all } (\pi, U) \in \Phi.^{3} \tag{1}$$

Incomplete beliefs and their representation by set of probabilities were first explored in the context of statistical decision theory. Koopman (1940) shows that, without completeness, the set of axioms for comparative probabilities entails a representation of beliefs in terms of upper and lower probabilities. Upper and lower probabilities were also studied by Smith (1961), Williams (1976) and Walley (1981, 1982, 1991)).[4] These studies are concerned with the structure of the binary relations on events, or propositions, interpreted as the intuitive (or subjective) beliefs about likelihoods that these events, or propositions, are true.

A different approach to the definition of subjective probabilities, properly described as choice-based or behavioral, was pioneered by Ramsey (1931) and de Finetti (1937) and culminated in the seminal theories of Savage (1954) and Anscombe and Aumann (1963). According to this approach, beliefs and tastes govern choice behavior and may be inferred from the structure of preferences. Bewley (1986) was the first to study the implications of incomplete beliefs in the context of choice theory. Invoking the Anscombe-Aumann (1963) model and departing from the assumption that the preference relation is complete, Bewley axiomatized the multi-prior expected utility representation, which he dubbed Knightian uncertainty. Bewley's model attributes the incompleteness of the preference relations solely to the incompleteness of beliefs. This incompleteness is represented by a closed convex set of probability

[3]This representation may be interpreted as if the decision maker embodies multiple subjective expected-utility-maximizing agents, each of which is characterized by a unique subjective probability and a unique von Neumann-Morgenstern utility function, and one alternative is preferred over another if and only if they all agree.

[4]Bewley (1986) and Nau (2006) discuss these contributions and their relations to the multi-prior expected utility representation. The study of multi-prior expected utility representations is motivated, in part, by the interest in robust Bayesian statistics (see Seidenfeld et. al. (1995)).

measures on the set of states. Accordingly, one act is preferred over another (or the status quo) if its associated subjective expected utility exceeds that of the alternative (or the status quo) according to every probability measures in the set. In terms of representation (1), Bewley's work corresponds to the case in which $\Phi = \Pi \times \{U\}$, where Π is a closed convex set of probability measures on the set of states and U is a von Neumann–Morgenstern utility function.[5] Ok et. al. (2008) axiomatized a preference structure in which the source of incompleteness is either beliefs or tastes, but not both. In terms of representation (1), Ok et. al. (2008) axiomatized the cases in which $\Phi = \Pi \times \{U\}$ or $\Phi = \{\pi\} \times \mathcal{U}$.

Seidenfeld, Schervish, and Kadane (1995) and Nau (2006) studied the representation of incomplete preferences that reflects indeterminacy of both probabilities and utilities (that is, beliefs and tastes). To facilitate the discussion of these contributions and how they relate to the results of this paper, we defer the discussion of their works to Section 4.

This paper, provides new axiomatizations of preference relations that exhibit incompleteness in both beliefs and tastes. Invoking the analytical framework of Anscombe and Aumann (1963), we analyze the structure of partial strict preferences on a set of acts whose consequences are lotteries on a finite set X of outcomes. Our main result provides necessary and sufficient conditions characterizing the preference structures that admit multi-prior expected multi-utility representations (1) in which the set Φ is given by $\{(\pi, U) \mid U \in \mathcal{U},\ \pi \in \Pi^U\}$, (i.e., each utility in $\mathcal{U}$ is paired with its own set of probability measures).[6] The first set of conditions includes the familiar von Neumann–Morgenstern axioms without completeness. To these we add a dominance axiom, à la Savage's postulate P7. Specifically, let g and f be any two acts and denote by f^s the constant act whose payoff is $f(s)$ in every state. Then the axiom requires that if g is strictly preferred over f^s, for every s, then g be strictly preferred over f. These axioms together with

[5]Aumann (1962) was the first to address this issue in the context of expected utility theory under risk. Shapley and Baucells (2008) proved that a preference relation on a mixture space satisfies the von Neumann–Morgenstern axioms without completeness if and only if it has affine multi-utility representation. Dubra, Maccheroni, and Ok (2004) studied the existence and uniqueness properties of the representations of preference relations over lotteries whose domain is a compact metric space.

[6]Invoking the metaphor of a decision maker that embodies multiple subjective expected-utility-maximizing agents, this case corresponds to the case in which each agent is characterized by Knightian uncertainty preferences.

the existence of the best and the worst acts yields the representation in (1). Since the sets of probability measures that figure in the representation are "utility dependent," the beliefs and tastes are not entirely separated.

Building upon this result, we axiomatize three special cases. The first case entails a complete separation of beliefs and tastes (that is, Φ is the Cartesian product of a set of probability measures, $\mathcal{M}$, and a set of utility functions, $\mathcal{U}$).[7] This case involves an additional axiom, dubbed belief consistency, asserting that if one act, g say, is strictly preferred over another act, f, then every constant act obtained by reduction of g under every compound lottery involving a distribution on S that is consistent with the preference relation, be preferred over the corresponding reduction of f. The representation in this case is as in (1) where the set Φ is a product set $\mathcal{M} \times \mathcal{U}$, where $\mathcal{M}$ is a set of probability measures on S and $\mathcal{U}$ is as above.

The second case is Knightian uncertainty. Interestingly, this case requires that the basic model be amended by an axiom requiring that the restriction of the preference relation to constant acts be negatively transitive. The third case is that of expected multi-utility representation with complete beliefs. This case requires the formulation of a new behavioral postulate depicting the completeness of beliefs.[8]

The remainder of the paper is organized as follows: In the next section we present our main result. In section 3 we present the three special cases: the multi-prior expected multi-utility product representation; a Knightian uncertainty model; and its dual, the subjective expected multi-utility model with complete beliefs. Further discussion and concluding remarks appear in Section 4. The proofs appear in Section 5.

2 The Main Result

Our results extend the model of Anscombe-Aumann (1963) to include incomplete preferences. As mentioned earlier, the incompleteness in this model may stem from two distinct sources, namely, beliefs and tastes. The main result,

[7] Invoking the metaphor of the preceding footnote, in this case there are two sets of agents. One set of agents is responsible for assessing beliefs in terms of probability measures and the second set is responsible for assessing tastes in terms of utility functions. The decision maker's preferences require agreement among all possible pairing of agents from the two sets.

[8] Ok et. al. (2008) regard the absence of such formulation as a possible explanation for the lack of attention to this case in the literature.

Theorem 1 below, is a general model in which these sources of incompleteness are represented by sets of priors and utilities. In this model, beliefs and tastes are not entirely separated, and the representation involves sets of priors that are "utility dependent."

2.1 The analytical framework and the preference structure

Let S be a finite set of *states.* Subsets of S are *events.* Let X be a finite set of outcomes, or prizes, and denote by $\Delta(X)$ the set of all probability measures on X. For each $\ell, \ell' \in \Delta(X)$ and $\alpha \in [0,1]$ define $\alpha\ell + (1-\alpha)\ell' \in \Delta(X)$ by $(\alpha\ell + (1-\alpha)\ell')(x) = \alpha\ell(x) + (1-\alpha)\ell'(x)$ for all $x \in X$.

Let $H := \{h \mid h :\to \Delta(X)\}$ be the set of all functions from S to $\Delta(X)$. Elements of H are referred to as *acts.* For all $h, h' \in H$ and $\alpha \in [0,1]$, define $\alpha h + (1-\alpha)h' \in H$ by $(\alpha h + (1-\alpha)h')(s) = \alpha h(s) + (1-\alpha)h'(s)$ for all $s \in S$, where the convex mixture $\alpha h(s) + (1-\alpha)h'(s)$ is defined as above. Under this definition H is a convex subset of the linear space $\mathbb{R}^{|X|\cdot|S|}$.

Let $\succ$ be a binary relation on H. The set H is said to be $\succ$*-bounded* if there exist h^M and h^m in H such that $h^M \succ h \succ h^m$ for all $h \in H - \{h^M, h^m\}$.

The following axioms depict the structure of the *preference relation* $\succ$. The first three axioms are well-known and require no elaboration.

(A.1) (**Strict partial order**) The preference relation $\succ$ is transitive and irreflexive.

(A.2) (**Archimedean**) For all $f, g, h \in H$, if $f \succ g$ and $g \succ h$ then $\beta f + (1-\beta)h \succ g$ and $g \succ \alpha f + (1-\alpha)h$ for some $\alpha, \beta \in (0,1)$.

(A.3) (**Independence**) For all $f, g, h \in H$ and $\alpha \in (0,1]$, $f \succ g$ if and only if $\alpha f + (1-\alpha)h \succ \alpha g + (1-\alpha)h$.

The difference between the preference structure above and that of expected utility theory is that the induced relation $\neg(f \succ g)$ is reflexive but not necessarily transitive (hence, it is not necessarily a preorder). Moreover, it is not necessarily complete. Thus, $\neg(f \succ g)$ and $\neg(f \succ g)$ does not imply that p and q are indifferent, rather they may be *incomparable.* If f and g are incomparable we write $f \bowtie g$.

For every $h \in H$, denote by $B(h) := \{f \in H \mid f \succ h\}$ and $W(h) := \{f \in H \mid h \succ f\}$ the (strict) upper and lower contour sets of h, respectively. The relation $\succ$ is said to be convex if the upper contour set is convex. Note that the $\succ$-boundedness of H implies that for $h \neq h^M, h^m$, $B(h)$ and $W(h)$ have nonempty algebraic interior in the linear space generated by H.

Lemma 1. *Let $\succ$ be a binary relation on H. If $\succ$ satisfies (A.1)–(A.3), then it is convex. Moreover, the lower contour set is also convex.*

The proof is by two applications of (A.3).[9]

Let δ_s be the vector in $\mathbb{R}^{|X|\cdot|S|}$ such that $\delta_s(t,x) = 0$ for all $x \in X$ if $t \neq s$ and $\delta_s(t,x) = 1$ for all $x \in X$ if $t = s$. Let $D = \{\theta\delta_s \mid s \in S, \theta \in \mathbb{R}\}$. Let $\mathcal{U}$ be a set of real-valued functions on $\mathbb{R}^{|X|\cdot|S|}$. Fix $x^0 \in X$ and for each $u \in \mathcal{U}$ define a real-valued function, $\hat{u}$, on $\mathbb{R}^{|X|\cdot|S|}$ by $\hat{u}(x,s) = u(x,s) - u(x^0,s)$ for all $x \in X$ and $s \in S$. Let $\widehat{\mathcal{U}}$ be the normalized set of functions corresponding to $\mathcal{U}$ (that is, $\widehat{\mathcal{U}} = \{\hat{u} \mid u \in \mathcal{U}\}$). We denote by $\langle\widehat{\mathcal{U}}\rangle$ the closure of the convex cone in $\mathbb{R}^{|X|\cdot|S|}$ generated by all the functions in $\widehat{\mathcal{U}}$ and D.

Lemma 2. *Let $\succ$ be a binary relation on H. Then the following conditions are equivalent:*

(*i*) *H is $\succ$-bounded and $\succ$ satisfies (A.1)-(A.3).*

(*ii*) *There exists a nonempty closed set $\mathcal{W}$ of real-valued functions, w, on $X \times S$, such that*

$$\sum_{s\in S}\sum_{x\in X} h^M(x,s)w(x,s) > \sum_{s\in S}\sum_{x\in X} h(x,s)w(x,s) > \sum_{s\in S}\sum_{x\in X} h^m(x,s)w(x,s)$$

for all $h \in H - \{h^M, h^m\}$ and $w \in \mathcal{W}$, and for all $h, h' \in H$,

$$h \succ h' \text{ if and only if } \sum_{s\in S}\sum_{x\in X} h(x,s)w(x,s) > \sum_{s\in S}\sum_{x\in X} h'(x,s)w(x,s) \text{ for all } w \in \mathcal{W}. \tag{2}$$

Moreover, if $\mathcal{W}'$ is another set of real-valued functions on $X \times S$, that represent $\succ$ in the sense of (2), then $\langle\widehat{\mathcal{W}'}\rangle = \langle\widehat{\mathcal{W}}\rangle$.

Remark 1: Let $conv(\mathcal{W})$ denote the convex hull of $\mathcal{W}$. For any given $w_0, w_1 \in \mathcal{W}$ and $\alpha \in (0,1)$, define $w_\alpha = \alpha w_0 + (1-\alpha) w_1$. Clearly, if for all $h, h' \in H$, $h \succ h'$ if and only if $\sum_{s\in S} w(h(s), s) > \sum_{s\in S} w(h'(s), s)$,

[9] Let $f, g \in B(h)$ and $\alpha \in [0,1]$. To prove the lemma we need to show that $\alpha f + (1-\alpha) g \succ h$. Apply (A.3) twice to obtain, $\alpha f + (1-\alpha) g \succ \alpha h + (1-\alpha) g$ and $\alpha h + (1-\alpha) g \succ \alpha h + (1-\alpha) h$. The same method of proof applies to $W(h)$.

for w_0 and w_1, then $\sum_{s\in S} w_\alpha(h(s), s) > \sum_{s\in S} w_\alpha(h'(s), s)$. Thus, $\succ$ is represented by $conv(\mathcal{W})$. However, if $conv(\mathcal{W}) - \mathcal{W}$ is not empty then, insofar as the representation is concerned, its elements are redundant. The representation in Lemma 2 can be chosen parsimoniously so that it does not include these elements. Even then, the representation might not be the most parsimonious. Specifically, if the upper contour set is not smooth, then there are points on its boundary that are supported by more than a single hyperplane. Since the set $\mathcal{W}$ includes all the functions corresponding to the vectors that define the supporting hyperplanes, it may include functions that are redundant (that is, functions whose removal from $\mathcal{W}$ does not affect the representation). Henceforth, we can consider a subset of $\mathcal{W}$ that is sufficient for the representation. We denote the set of these functions by $\mathcal{W}^o$ and call it the set of *essential functions.* We also define the sets of *essential component functions,* $\mathcal{W}_s^o := \{w(\cdot, s) \mid w \in \mathcal{W}^o\}$, $s \in S$. As part of the proof of theorem 1 below, we show that, under additional assumptions to be specified, the component functions corresponding to the essential functions in $\mathcal{W}^o$ are positive linear transformations of one another (under suitably chosen $\mathcal{W}^o$).

Remark 2: Seidenfeld et. al. (1995) show that a strict partial order, defined by strict first-order stochastic dominance, has an expected multi-utility representation, satisfies the independence axiom, and violates the Archimedean axiom.[10] To bypass this problem, Seidenfeld et. al. (1995) and subsequent writers invoked alternative continuity axioms that, unlike the Archimedean axiom, require the imposition of a topological structures.[11] We maintain the Archimedean axiom as our continuity postulate at the cost of restricting the upper contour sets associated with the strict preference relation, $B(p) := \{q \in C \mid q \succ p\}$, to be algebraically open. (In the example of Seidenfeld et. al. [1995] these sets are closed).

Like Nau (2006), we assume that the choice set has best and worst elements.[12] Doing so buys us two important properties. First, it implies that the upper (and lower) contour sets have full dimensionality. Second, the intersection of the upper (and lower) contour sets corresponding to the different acts are non-empty. Both properties are used in the proofs of our results. We recognize that this assumption restricts the degree of incompleteness of

[10]See example 2.1 in their paper.

[11]See Dubra et. al. (2004) and Nau (2006).

[12]Seidenfeld et. al. (1995) prove the existence of such elements in their model. For more details, see Section 4.

the preference relations under consideration.

2.2 Dominance and the main representation theorem

For each $f \in H$ and every $s \in S$, let f^s denote the constant act whose payoff is $f(s)$ in every state. Formally, $f^s(s') = f(s)$ for all $s' \in S$. The next axiom is a weak version of Savage's (1954) postulate P7. It asserts that if an act, g, is strictly preferred over every constant act, f^s, associated with the consequences of another act f, then g is strictly preferred over f. To grasp the intuition underlying this assertion, note that any possible consequence of f, taken as an act, is an element of the lower contour set of g. Convexity of the lower contour sets implies that any convex combination of the consequences of f is dominated by g. Think of f as representing a set of such combinations whose elements correspond to the implicit set of subjective probabilities of the states that the decision maker may entertain. Since any such combination is dominated by g, so is f.[13] Formally,

(A.4) (**Dominance**) For all $f, g \in H$, if $g \succ f^s$ for every $s \in S$, then $g \succ f$.

The dominance axiom (sometimes referred to as the "sure thing principle") is usually described as "technical," to be applied when the set of states is infinite. In our model, the state space is finite, but the dominance axiom has important substantive implications. We show in Section 2.4 that, in conjunction with the other axioms, dominance implies that the preference relation must satisfy state independence and monotonicity. We also show, as part of the proof of Theorem 1 below, that in conjunction with the other axioms, dominance implies that if a decision maker prefers one act over another under all conceivable beliefs about the likelihoods of the states, then he prefers the former act over the latter.

Theorem 1 shows that a preference relation satisfies the axioms (A.1)–(A.4) if and only if there is a non-empty set of utility functions on X and,

[13] A slight variation of this axiom, in which the implied preference is $g \succcurlyeq f$ rather than $g \succ f$, appears in Fishburn's (1970) axiomatization of the infinite-state version of the model of Anscombe and Aumann (1963) (see Fishburn [1970], Theorem 13.3). Fishburn's formulation of Savage's expected utility theorem (Fishburn [1970] Theorem 14.1), includes axiom, P7, which expressed in our notation says: $g \succ (\prec) f^s$ given $A \subset S$, for every $s \in A$, implies $g \succcurlyeq (\preccurlyeq) f$ given A. Our version of dominance is weaker, in the sense that it is required to hold only for $A = S$. It is stronger in the sense that the implication holds with the strict rather than the weak preference.

corresponding to each utility function, a set of probability measures on S such that, when presented with a choice between two acts, the decision maker prefers the act that yields higher expected utility according to every utility function and every probability measure in the corresponding set. Let the set of probability-utility pairs that figure in the representation be $\Phi := \{(\pi, U) \mid U \in \mathcal{U},\, \pi \in \Pi^U\}$. Each $(\pi, U) \in \Phi$ defines a hyperplane $w := \pi \cdot U$. We denote by $\mathcal{W}$ the set of all these hyperplanes and define $\langle\widehat{\Phi}\rangle = \langle\widehat{\mathcal{W}}\rangle$.

Theorem 1. *Let $\succ$ be a binary relation on H. Then the following conditions are equivalent:*

(i) H is $\succ$-bounded and $\succ$ satisfies (A.1)–(A.4).

(ii) There exists a nonempty closed set, $\mathcal{U}$, of real-valued functions on X and nonempty closed sets Π^U, $U \in \mathcal{U}$, of probability measures on S such that,

$$\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h^M(x,s)U(x)\right) > \sum_{s\in S}\pi(s)\left(\sum_{x\in X}h(x,s)U(x)\right) > \sum_{s\in S}\pi(s)\left(\sum_{x\in X}h^m(x,s)U(x)\right)$$

for all $h \in H$ and $(\pi, U) \in \Phi$, and for all $h, h' \in H$,

$$h \succ h' \Leftrightarrow \sum_{s\in S}\pi(s)\left(\sum_{x\in X}h(x,s)U(x)\right) > \sum_{s\in S}\pi(s)\left(\sum_{x\in X}h'(x,s)U(x)\right) \text{ for all } (\pi,U)\in\Phi, \tag{3}$$

where $\Phi = \{(\pi, U) \mid U \in \mathcal{U},\, \pi \in \Pi^U\}$.

Moreover, if $\Phi' = \{(\pi', V) \mid V \in \mathcal{V},\, \pi' \in \Pi^V\}$ represents $\succ$ in the sense of (3), then $\langle\widehat{\Phi'}\rangle = \langle\widehat{\Phi}\rangle$ and $\pi(s) > 0$ for all s.

Note that, if the upper contour sets are smooth, the set of utilities, $\mathcal{U}$, and the sets of probabilities, $\{\Pi^U\}_{U\in\mathcal{U}}$, are closed. Otherwise, they can be chosen to be closed by adding, if necessary, the limit functions and probabilities defining additional hyperplanes that support the upper counter sets of acts at their "kinks." Insofar as the representation is concerned, however, these hyperplanes are redundant, and were not included in representation (3) in order to keep it parsimonious. Similarly, by the reasoning articulated in Remark 1, the sets $\{\Pi^U\}_{U\in\mathcal{U}}$ can be made convex by taking, for each $U \in \mathcal{U}$, the convex hull of Π^U.[14]

[14] The same observation applies to the representation in Theorems 2, 3, and 4.

2.3 State independence and monotonicity

Consider the following additional notations and definitions. For each $h \in H$ and $s \in S$, denote by $h_{-s}p$ the act obtained by replacing the $s-th$ coordinate of h, $h(s)$, with p. Define the conditional preference relation, $\succ_s$ on $\Delta(X)$, by $p \succ_s q$ if there exists h_{-s} such that $h_{-s}p \succ h_{-s}q$ for all $p, q \in \Delta(X)$. A state s is said to be *nonnull* if $p \succ_s q$, for some $p, q \in \Delta(X)$, and it is *null* otherwise.

A preference relation $\succ$ on H is said to display *state-independence* if for any h, h', p, q and for all nonnull $s, s' \in S$, $h_{-s}p \succ h_{-s}q$ if and only if $h'_{-s'}p \succ h'_{-s'}q$. It is said to display *monotonicity* if for all $f, g \in H$, $f(s) \succ g(s)$ for all $s \in S$, implies $f \succ g$.[15]

State independence is a necessary property for the representation in Theorem 1. Moreover, this property captures the difference between the weak reduction axiom of Ok et. al. (2008), which asserts that for any act f, there exists $\alpha \in \Delta(S)$ such that $f^\alpha \succeq f$, where $f^\alpha = \Sigma_{s\in S}\alpha_s f^s$, and the dominance axiom (A.4).[16] Specifically, dominance is weaker that weak reduction. To grasp this claim, note that state independence is an immediate implication of weak reduction. Without essential loss of generality, assume that there are only two states, s and t, and suppose that there exists $p, q \in \Delta(X)$ such that $p \succ_s q$ and $\neg(p \succ_t q)$. By Lemma 1, $\neg(p \succ_t q)$ implies that there exists $w' \in \mathcal{W}$ such that $w'(q,t) \geq w'(p,t)$. Let f be the act defined by $f(s) = p$ and $f(t) = q$. Then, $w'(f) > w'(f^\alpha)$ for all $\alpha \in (0,1]$, where $f^\alpha = \alpha f^s + (1-\alpha)f^t$. Thus, weak reduction implies that $f^0 = f^t = (q,q) \succeq f = (p,q)$. By Lemma 1 this contradicts $p \succ_s q$.

Replacing weak reduction with dominance in the above argument, $p \succ_s q$ and $q \succ_t p$ cannot hold together.[17] However, showing that (A.1)–(A.4) imply state independence is not easy. Indeed, it is the main step in the proof of Theorem 1.

If a preference relation is an Archimedean weak order satisfying independence, then state independence and monotonicity are equivalent axioms.

[15] Note that $f(s)$ and $g(s)$ are the constant acts whose consequences are $f(s)$ and $g(s)$, respectively.

[16] Ok et. al. (2008) invoke the weak preference relation $\succeq$ as a primitive. In the present context $\succeq$ is the closure of the strict preference relation of our model.

[17] To see this, note that by Lemma 2, these preferences imply that $w(p,s) > w(q,s)$ and $w(q,t) > w(p,t)$ for all $w \in \mathcal{W}$. Then, $f \succ f^\alpha$ for all $\alpha \in [0,1]$, where $f = (p,q)$. But (A.4) and its equivalent statement (A.4'), in the proof of Theorem 1, imply that $f \succ f$, contradicting the irreflexivity of $\succ$. We thank a referee for this observation.

However, Ok et. al. (2008) demonstrated that if the preference relation is incomplete, they are not. We show below that the dominance axiom (A.4), implies both state independence and monotonicity.

Lemma 3. *Let $\succ$ be a nonempty binary relation on H, and suppose that H is $\succ$-bounded. If $\succ$ satisfies (A.1)–(A.4), then it displays state-independent preferences. Moreover, all states are non-null and $h^M = (\delta_{x_1}, ..., \delta_{x_1})$ and $h^m = (\delta_{x_2}, ..., \delta_{x_2})$ for some x_1,$x_2 \in X$.*

We denote $p^M = \delta_{x_1}$ and $p^m = \delta_{x_2}$. The proof is an immediate implication of Theorem 1 and is omitted.

Lemma 4. *If $\succ$ is a strict partial order on H satisfying independence (A.3) and dominance (A.4), then it satisfies monotonicity.*[18]

The proof is given in Section 5.

3 Special Cases

In this section, we examine three special cases, each of which involves tightening the axiomatic structure by adding a different axiom to the basic preference structure depicted by (A.1)–(A.4). The first is an axiomatic structure that entails a complete separation of beliefs from tastes. The second, Knightian uncertainty, is the case in which tastes are complete but beliefs are incomplete. The third is the case of complete beliefs and incomplete tastes.

3.1 Belief consistency and multi-prior expected multi-utility product representation

One of the features of the Anscombe and Aumann (1963) model is the possibility it affords for transforming uncertain prospects (subjective uncertainty) into risky prospects (objective uncertainty) by comparing acts to their reduction under alternative measures on $\Delta(S)$. In particular, there is a measure $\alpha^* \in \Delta(S)$ such that, every act, f, is indifferent to the constant act f^{α^*} obtained by the reduction of the compound lottery represented by (f, α^*).[19] In

[18]We thank a referee for calling our attention to this lemma and providing its proof.

[19]For each act-probability pair $(f, \alpha) \in H \times \Delta(S)$, we denote by f^a the constant act defined by $f^\alpha(s) = \Sigma_{s' \in S} \alpha_s f(s')$ for all $s \in S$.

fact, the measure α^* is the subjective probability measure on S that governs the decision-maker's choice. It is, therefore, natural to think of an act as a tacit compound lottery in which the probabilities that figure in the first stage are, implicitly, the subjective probabilities that govern choice behavior. When, as in this paper, the set of subjective probabilities that govern choice behavior is not a singleton, an act f corresponds to a set of implicit compound lotteries, each of which is induced by a (subjective) probability measure. The set of measures represents the decision maker's indeterminate beliefs. Add to this interpretation the reduction of compound lotteries assumption – that is, the assumption maintaining that (f, α) is equivalent to its reduction, f^a – to conclude that $g \succ f$ is sufficient for the reduction of (g, α) to be preferred over the reduction of (f, α) for all α in the aforementioned set of measures. This assertion is formalized by the belief consistency axiom.

(A.5) (**Belief consistency**) For all $f, g \in H$, $g \succ f$ implies $g^\alpha \succ f^\alpha$ for all $\alpha \in \Delta(S)$ such that $f' \succ h^p$ implies $\neg(h^p \succ (f')^\alpha)$ (for any $p \in \Delta(X), f' \in H$).

The necessity of this condition is implied by Theorem 2. Hence, taken together, axioms (A.1)–(A.5) amount to the condition that to assess the merits of the alternative acts, each of these measures in $\cup_{U \in \mathcal{U}} \Pi^U$ combines with each of the utility functions in $\mathcal{U}$.

The next result is a representation theorem that totally separates beliefs from tastes. Specifically, it shows that a preference relation satisfies (A.1)–(A.5) if and only if there is a nonempty, set, $\mathcal{U}$, of utility functions on X and a nonempty set, $\mathcal{M}$, of probability measures on S such that when presented with a choice between two acts the decision maker prefers an act over another if and only if the former act yields higher expected utility according to every combination of a utility function and a probability measure in these sets.

For set of functions, $\mathcal{U}$ on X, we denote by $\langle \mathcal{U} \rangle$ the closure of the convex cone in $\mathbb{R}^{|X|}$ generated by all the functions in $\mathcal{U}$ and all the constant functions on X.

Theorem 2. *Let $\succ$ be a binary relation on H. Then the following conditions are equivalent:*

(i) H is $\succ$-bounded and $\succ$ satisfies (A.1)–(A.5).

(ii) There exist nonempty closed sets, $\mathcal{U}$ and $\mathcal{M}$, of real-valued functions on X and probability measures on S, respectively, such that,

$$\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h^M(x,s)U(x)\right) > \sum_{s\in S}\pi(s)\left(\sum_{x\in X}h(x,s)U(x)\right) > \sum_{s\in S}\pi(s)\left(\sum_{x\in X}h^m(x,s)U(x)\right)$$

for all $h\in H$ and $(\pi,U)\in\mathcal{M}\times\mathcal{U}$, and for all $h,h'\in H$,

$$h\succ h' \textit{ if and only if} \tag{4}$$

$$\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h(x,s)U(x)\right) > \sum_{s\in S}\pi(s)\left(\sum_{x\in X}h'(x,s)U(x)\right) \textit{ for all } (\pi,U)\in\mathcal{M}\times\mathcal{U}.$$

Moreover, if $\mathcal{V}$ and $\mathcal{M}'$, is another pair of sets of real-valued functions on X and probability measures on S that represent $\succ$ in the sense of (4), then $\langle\mathcal{U}\rangle=\langle\mathcal{V}\rangle$ and $cl(conv(\mathcal{M}))=cl(conv(\mathcal{M}'))$ where $cl(conv(\mathcal{M}))$ is the closure of the convex hull of $\mathcal{M}$. Also, $\pi(s)>0$ for all $s\in S$ and $\pi\in\mathcal{M}$.

3.2 Knightian uncertainty

Consider the extension of the Anscombe-Aumann (1963) model to include incomplete preferences, and suppose that the incompleteness is entirely due to incomplete beliefs. Bewley (1986) dealt with this case, which is referred to as Knightian uncertainty.[20]

The model of Knightian uncertainty requires a formal definition of complete tastes. To provide such a definition, we invoke the property of negative transitivity.[21] The next axiom requires that the conditional strict partial orders exhibit negative transitivity, thereby implying complete tastes, as we explain below.

(A.6) (**Conditional negative transitivity**) For all $s\in S$, $\succ_s$ is negatively transitive.

Define the weak conditional preference relation, $\succsim_s$, on $\Delta(X)$ as follows: for all $p,q\in\Delta(X)$, $p\succsim_s q$ if $\neg(q\succ_s p)$. Then $\succsim_s$ is complete and transitive.[22]

[20]See also Ok et. al. (2008).

[21]A strict partial order, $\succ$ on a set D, is said to exhibit negative transitivity if for all $x,y,z\in D$, $\neg(x\succ y)$ and $\neg(y\succ z)$ imply $\neg(x\succ z)$.

[22]See Kreps (1988) proposition (2.4).

It is easy to verify that, by (A.3), the symmetric part of $\succsim_s$ is "thin," in the sense that if $p \sim_s q$, then for every $\epsilon > 0$, there exist r in the $\epsilon-$neighborhood of q in $\Delta(X)$ such that either $r \succ_s p$ or $p \succ_s r$.

Let $\succ^c$ be the restriction of $\succ$ to the subset of constant acts, H^c, in H. By Lemma 3, $\succ^c = \succ_s$ for all $s \in S$. Define $\succsim^c$ on H^c as follows: for all $h^p, h^q \in H^c$, $h^p \succsim^c h^q$ if $\neg(h^q \succ h^p)$. Then $\succsim^c = \succsim_s$ for all $s \in S$. Hence, (A.6) implies that the weak preference relation $\succsim^c$ on H^c is complete and, by the argument above, its symmetric part is "thin." This is the assumption of Bewley (1986).

The next theorem is our version of Knightian uncertainty.

Theorem 3. *Let $\succ$ be a binary relation on H. Then the following conditions are equivalent:*

(i) H is $\succ$-bounded, and $\succ$ satisfies (A.1)–(A.4) and (A.6).

(ii) There exists a nonempty closed set, $\mathcal{M}$, of probability measures on S and a real-valued, affine function U on $\Delta(X)$ such that,

$$\sum_{s\in S} U\left(h^M(s)\right)\pi(s) > \sum_{s\in S} U(h(s))\pi(s) > \sum_{s\in S} U(h^m(s))\pi(s)$$

for all $h \in H$ and $\pi \in \mathcal{M}$, and for all $h, h' \in H$,

$$h \succ h' \Leftrightarrow \sum_{s\in S} U(h(s))\pi(s) \succ \sum_{s\in S} U(h'(s))\pi(s) \text{ for all } \pi \in \mathcal{M}. \quad (5)$$

Moreover, U is unique up to positive linear transformation, the closed convex hull of $\mathcal{M}$ is unique, and for all $\pi \in \mathcal{M}$, $\pi(s) > 0$ for any s.

3.3 Complete beliefs and subjective expected multi-utility representation

Consider next the dual case in which incompleteness of the decision-maker's preferences is due solely to the incompleteness of his tastes. This situation was modeled in Ok et. al. (2008) using an axiom they call reduction.[23] We propose here an alternative formulation based on the idea of completeness of beliefs. First, we give definition of *coherent beliefs*.

[23] The reduction axiom of Ok et. al. (2008) requires that for every $h \in H$, there exists a probability measure, μ, on S such that $h^\mu \sim h$.

To define the notion of coherent beliefs, let h^p denote the constant act whose payoff is $h^p(s) = p$ for every $s \in S$. For each event E, $pEq \in H$ is the act whose payoff is p for all $s \in E$ and q for all $s \in S - E$. Denote by $p\alpha q$ the constant act whose payoff, in every state, is $\alpha p + (1-\alpha) q$. A *bet* on an event E is the act pEq, whose payoffs satisfy $h^p \succ h^q$.

Suppose that the decision maker considers the constant act $p\alpha q$ preferable to the bet pEq. This preference is taken to mean that he believes α exceeds the likelihood of E. This belief is coherent if it holds for any other bet on E and the corresponding constant acts (that is, if $h^{p'} \succ h^{q'}$, then the constant acts $p'\alpha q'$ is preferable to the bet $p'Eq'$). The same logic applies when the bet pEq is preferable to the constant act $p\alpha q$. Formally,

Definition 3: A preference relation $\succ$ on H exhibits *coherent beliefs* if for all events E and $p, q, p', q' \in \Delta(X)$ such that $h^p \succ h^q$ and $h^{p'} \succ h^{q'}$, $p\alpha q \succ pEq$ if and only if $p'\alpha q' \succ p'Eq'$, and $pEq \succ p\alpha q$ if and only if $p'Eq' \succ p'\alpha q'$.

It is noteworthy that the axiomatic structure of the preference relation depicted by (A.1)–(A.4) implies that the decision maker's beliefs are coherent.

Lemma 5. *Let $\succ$ be a nonempty binary relation on H satisfying (A.1)–(A.4). If H is $\succ$-bounded, then $\succ$ exhibits coherent beliefs.*

The proof is an immediate implication of Theorem 1 and is omitted.

The idea of complete beliefs is captured by the following axiom:[24]

(A.7) (**Complete beliefs**) For all events E and $\alpha \in [0,1]$, and constant acts h^p and h^q such that $h^p \succ h^q$, either $h^p \alpha h^q \succ h^p E h^q$ or $h^p E h^q \succ h^p \alpha' h^q$, for every $\alpha > \alpha'$.

A preference relation $\succ$ displays complete beliefs if it satisfies (A.7). If the beliefs are complete, then the incompleteness of the preference relation on H is due entirely to the incompleteness of tastes.

[24]Unlike the weak reduction of Ok et. al. (2008), neither complete beliefs nor complete tastes involve an existential clause.

The next theorem is the subjective expected multi-utility version of the Anscombe-Aumann (1963) model corresponding to the situation in which the decision maker's beliefs are complete.[25]

Theorem 4. *Let $\succ$ be a binary relation on H. Then the following conditions are equivalent:*

(i) H is $\succ$-bounded, and $\succ$ satisfies (A.1)–(A.4) and (A.7).

(ii) There exists a nonempty closed set, $\mathcal{U}$, of real-valued functions on X and a probability measure π on S such that

$$\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h^{M}(x,s)U(x)\right)>\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h(x,s)U(x)\right)>\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h^{m}(x,s)U(x)\right)$$

for all $h\in H$ and $U\in\mathcal{U}$, and for all $h,h'\in H$,

$$h\succ h'\Leftrightarrow\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h(x,s)U(x)\right)>\sum_{s\in S}\pi(s)\left(\sum_{x\in X}h'(x,s)U(x)\right)\text{ for all }U\in\mathcal{U}. \tag{6}$$

The probability measure, π, is unique and $\pi(s)>0$ for all $s\in S$. Moreover, if $\mathcal{V}$ is another set of real-valued functions on X that represent $\succ$ in the sense of (6), then $\langle\mathcal{V}\rangle=\langle\mathcal{U}\rangle$.

Remark 3: For every event E, the *upper probability of* E is $\pi^{u}(E)=\inf\{\alpha\in[0,1]\mid p^{M}\alpha p^{m}\succ p^{M}Ep^{m}\}$ and the *lower probability of* E is $\pi^{l}(E)=\sup\{\alpha\in[0,1]\mid p^{M}Ep^{m}\succ p^{M}\alpha p^{m}\}$. Lemma 5 asserts that the upper and lower probabilities are well defined. Theorem 4 implies that a preference relation $\succ$ satisfying (A.1)–(A.4) displays complete beliefs if and only if $\pi^{u}(E)=\pi^{l}(E)$, for every E.

4 Concluding Remarks

4.1 Weak preferences: Definition and representation

Taking the strict preference relation, $\succ$, as a primitive, it is customary to define weak preference relations as the negation of $\succ$. Formally, given a binary

[25] See Ok et. al. (2008) theorem 4, for their version of this result.

relation $\succ$ on H, define a binary relation $\succcurlyeq$ on H by $f \succcurlyeq g$ if $\neg (g \succ f)$.[26] If the strict preference relation, $\succ$, is transitive and irreflexive, then the weak preference relation is complete. According to this approach, it is impossible to distinguish non-comparability from indifference. We propose below a new concept of induced weak preferences, denoted $\succcurlyeq_{GK}$, that makes it possible to make such a distinction.

Definition 4: For all $f, g \in H$, $f \succcurlyeq_{GK} g$ if $h \succ f$ implies $h \succ g$ for all $h \in H$.

Note that $\succ$ is not the asymmetric part of $\succcurlyeq_{GK}$. Moreover, if $\succ$ satisfies (A.1)–(A.3) then the derived binary relation $\succcurlyeq_{GK}$ on H is a weak order (that is, transitive and reflexive) satisfying the Archimedean and independence axioms but is not necessarily complete. The indifference relation, $\sim_{GK}$, (that is, the symmetric part of $\succcurlyeq_{GK}$) is an equivalence relation.[27] Karni (2011) shows that the weak preference relation in definition 4 agrees with the customary definition if and only if $\succ$ is negatively transitive and $\succcurlyeq_{GK}$ is complete.[28]

It can be shown that the representations in Theorems 1, 2, 3, and 4 extend to the weak preference relation in Definition 4. Consider, for instance, the representation in Theorem 1. It can be shown that H is $\succ$-bounded and $\succ$ is nonempty satisfying (A.1)–(A.4) if and only if for all $h, h' \in H$,

$$h \succcurlyeq_{GK} h' \Leftrightarrow \sum_{s \in S} U\left(h\left(s\right)\right)\pi\left(s\right) \geq \sum_{s \in S} U\left(h'\left(s\right)\right)\pi\left(s\right) \text{ for all } (\pi, U) \in \Phi,$$

where Φ is the set of probability-utility pairs that figure in Theorem 1. Similar extensions apply to Theorems 2, 3, and 4.

[26] See for example Chateauneuf (1987) and Kreps (1988).

[27] Derived weak orders, close in spirit to definition 4, based on a pseudo-transitive weak order appear in Chateauneuf (1987).

[28] The standard practice in decision theory is to take the weak preference relation as primitive and define the strict preference relation as its asymmetric part. Invoking the standard practice, Dubra (2011), shows that if the weak preference relation on $\Delta(X)$ is nontrivial (that is, $\succ \neq \varnothing$) and satisfies the independence axiom, then any two of the following three axioms, completeness, Archimedean, and mixture continuity, imply the third. Thus, a nontrivial, partial, preorder satisfying independence must fail to satisfy one of the continuity axioms. Karni (2011) shows that a nontrivial preference relation, $\succcurlyeq_{GK}$, may satisfy independence, Archimedean and mixture continuity and yet be incomplete.

4.2 Related literature

Seidenfeld et. al. (1995), Nau (2006), and Ok et. al. (2008) studied axiomatic theories of incomplete preferences involving the indeterminacy of both beliefs and tastes. All of these papers invoke the analytical framework of Anscombe and Aumann (1963). As in this paper, Nau (2006) assumes that the set of outcomes (that is, the union of the supports of the roulette lotteries) is finite and there are best and worst acts. Seidenfeld et. al. (1995) consider a more general setting, in which the consequences are (roulette) lotteries with finite or countably infinite supports and rather than assuming the existence of best and worse elements in the choice set, they prove that the set of acts and the preference relation may be extended to include such elements. Ok et. al. (2008) assume that the support of the roulette lotteries is compact (metric) space. They neither assume nor prove the existence of best and worst acts.

With regard to the preference relation, as in this paper, Seidenfeld et. al. invoke the strict preference relation as primitive. However, they define an indifference relation and weak preference relation differently from the approach described in the preceding subsection. Nau (2006) and Ok et. al. (2008) take the weak preference relation as a primitive. All of these studies assume that the strict preference relation is a continuous, strict, partial order satisfying independence.[29]

Seidenfeld et. al. and Nau assume that the preference relation exhibits state-independence to obtain multi-prior expected multi-utility representations with state-dependent utility functions.[30] Since studies sought a representation that entails a set of probability-utility pairs, in which the utility functions are state independent, they amended their models with additional conditions that strengthen the state-independence axiom. In both cases, the additional conditions are complex and difficult to interpret. With their additional conditions, Seidenfeld et. al. (1995) obtain a representation involving almost state-independent utilities; Nau (2006) obtains a representation by a set of probabilities and state-dependent utility function pairs that is the con-

[29]Their continuity conditions differ fom the Archimedean axiom.

[30]In the absence of completeness, state independence is not enough to ensure that the representation involves only sets of probabilities and state-independent utilities. Indeed, Lemma 3 asserts that state-independence is implied in our model by the presence of the dominance axiom.

vex hull of a set of probabilities and state-independent utilities pairs.[31] The representation in Theorem 1 of this paper is a parsimonious version of Nau's Theorem 3 that includes only the set of probabilities and state-independent utilities pairs. The main difference is the underlying axiomatic structure.

Neither Seidenfeld et. al. (1995) nor Nau (2006) studies any of the special cases considered in Section 3. Ok et. al. (2008) introduce a new axiom, dubbed "weak reduction axiom," and show that a reference relation is continuous and satisfies independence and weak reduction if and only if it admits either multi-prior expected utility representation or a single prior expected multi-utility representation. The model of Ok et. al. (2008) does not allow for incompleteness of both beliefs and tastes. Their result corresponds to the last two cases analyzed in section 3. However, unlike in our model in which these cases correspond to a specific axioms depicting the completeness of either beliefs or tastes, in Ok et. al. (2008) both cases are possible, as the weak reduction axiom does not specify which aspect of the preferences, tastes or beliefs, is complete and which is incomplete.

Replacing weak reduction with dominance axiom in the setting of Ok et. al. (2008) does not lead to state-independent representation. In other words, the dominance axiom applied to the weak preference relation $\succeq$ in the framework of Ok. et. al.'s (2008), where $\succeq$ is assumed to satisfy independence and (strong) continuity, does not necessarily imply state independence. To see this, let $S = \{s, t\}$ and fix a constant act, $h^p = (p, p)$ and a non-constant act $f = (p, q)$. Let $f \succeq' h^p$ and suppose that $\succeq'$ is determined by the direction $f - h^p$. Observe that $\succeq'$ satisfies independence, continuity, and dominance but not state independence (by definition, $q \succ'_t p$, but $\succ'_s$ is empty). Hence, this relation does not satisfy state independence. Notice that, in this example, the interior of dominance cone is empty and there are no best and worst elements in H. Whether axioms (A.1)–(A.4) and the assumption that the dominance cone has a non-empty interior, without assuming the existence of best and worst elements, imply state independence is an open question.

[31] Nau (2006) provides an excellent discussion of Seidenfeld et. al. (1995) and an explanation of why their extended preference relation is representable by sets of probabilities and almost state-independent utilities but not state-independent utilities.

5 Proofs

Whenever suitable, we will use the following convention. Although, in most of our results, function U (in representing set $\mathcal{U}$) is defined on X, we refer its natural extension to $\Delta(X)$ by U.

5.1 Proof of Lemma 2

$(i) \Rightarrow (ii)$. Let $B(\succ) := \{\lambda\,(f-h) \mid f \succ h \text{ and } f,h \in H \text{ and } \lambda > 0\}$. Here, $f-h \in R^{|X|\cdot|S|}$ is defined by $(f-h)(s) = f(s) - h(s) \in \mathbb{R}^{|X|}$ for all $s \in S$.

Each $f \in H$ is a point in $\mathbb{R}^{|X|\cdot|S|}$. Since for each state, the weights on consequences add up to 1, f can also be seen as a point in $\mathbb{R}^{(|X|-1)\cdot|S|}$. (For example, if $X = \{x_1, x_2, x_3\}$ and $S = \{s_1, s_2\}$ then $f = (\frac{1}{2}, \frac{1}{3}, \frac{1}{6}; \frac{1}{4}, 0, \frac{3}{4}) \in R^6$ corresponds to $(\frac{1}{2}, \frac{1}{3}; \frac{1}{4}, 0,)$ in R^4). For any act $f \in H$ the corresponding act in $R^{(|X|-1)\cdot|S|}$ is denoted by $\phi(f)$. Thus, $\phi : R^{|X|\cdot|S|} \to \mathbb{R}^{(|X|-1)\cdot|S|}$ is a one-to-one linear mapping. Define $\phi(B(\succ)) := \{\lambda\phi(f-h) \mid f \succ h \text{ and } f,h \in H \text{ and } \lambda > 0\}$.

Claim 1. *$\phi(B(\succ))$ is a convex and open cone in $R^{(|X|-1)\cdot|S|}$.*

Proof. By the independence axiom, $\phi(B(\succ))$ is a convex cone. To see this, pick any $h_1, h_2 \in \phi(B(\succ))$ and $\alpha_1, \alpha_2 > 0$. We need to show that $\alpha_1 h_1 + \alpha_2 h_2$ belongs to $\phi(B(\succ))$.

By definition, $h_1, h_2 \in \phi(B(\succ))$ implies that $h_1 = \lambda_1\phi(f_1 - g_1)$ and $h_2 = \lambda_2\phi(f_2 - g_2)$ for $\lambda_1, \lambda_2 > 0$ and $f_1, g_1, f_2, g_2 \in H$ such that $f_1 \succ g_1$ and $f_2 \succ g_2$.

$$\begin{aligned}\alpha_1 h_1 + \alpha_2 h_2 &= \alpha_1\lambda_1\phi(f_1 - g_1) + \alpha_2\lambda_2\phi(f_2 - g_2) = (\alpha_1\lambda_1 + \alpha_2\lambda_2)\times \\ &\times \Bigg(\Big(\frac{\alpha_1\lambda_1}{\alpha_1\lambda_1 + \alpha_2\lambda_2}\phi(f_1) + \frac{\alpha_2\lambda_2}{\alpha_1\lambda_1 + \alpha_2\lambda_2}\phi(f_2)\Big) - \Big(\frac{\alpha_1\lambda_1}{\alpha_1\lambda_1 + \alpha_2\lambda_2}\phi(g_1) + \frac{\alpha_2\lambda_2}{\alpha_1\lambda_1 + \alpha_2\lambda_2}\phi(g_2)\Big)\Bigg)\end{aligned} \tag{7}$$

Define $f := \frac{\alpha_1\lambda_1}{\alpha_1\lambda_1+\alpha_2\lambda_2} f_1 + \frac{\alpha_2\lambda_2}{\alpha_1\lambda_1+\alpha_2\lambda_2} f_2$ and $g := \frac{\alpha_1\lambda_1}{\alpha_1\lambda_1+\alpha_2\lambda_2} g_1 + \frac{\alpha_2\lambda_2}{\alpha_1\lambda_1+\alpha_2\lambda_2} g_2$. Then independence axiom implies that $f \succ g$. Also, (7) implies $\alpha_1 h_1 + \alpha_2 h_2 = (\alpha_1\lambda_1 + \alpha_2\lambda_2)\phi(f - g)$. Therefore, $\alpha_1 h_1 + \alpha_2 h_2 \in \phi(B(\succ))$.

To show that $\phi(B(\succ))$ is open in $R^{(|X|-1)\cdot|S|}$, let $\bar{p} := (\frac{1}{|X|}, \frac{1}{|X|}, ..., \frac{1}{|X|}) \in \Delta(X)$ and $\bar{h} := (\bar{p}, \bar{p}, ..., \bar{p}) \in H$.

$\phi(B(\succ))$ is open in $R^{(|X|-1)\cdot|S|}$ if and only if $\phi(\bar{h} + B(\succ))$ is open in $R^{(|X|-1)\cdot|S|}$. We know $\phi(\bar{h}+B(\succ)) = \{\phi(\bar{h}) + \lambda\phi(h-\bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ$

$\bar{h}\}$.[32] Thus, to show $\phi(B(\succ))$ is open, it is enough to show that set $\{\phi(\bar{h}) + \lambda\phi(h - \bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ \bar{h}\}$ is open in $R^{(|X|-1)\cdot|S|}$. Since, the set $\{\phi(\bar{h}) + \lambda\phi(h - \bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ \bar{h}\}$ is convex, to show this set is open, it is enough to show that each point of this set is an algebraic interior point. Now pick any $\phi(g) \in \{\phi(\bar{h}) + \lambda\phi(h - \bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ \bar{h}\}$ and any $d \in R^{(|X|-1)\cdot|S|}$. Then, $g = \bar{h} + \lambda(h - \bar{h})$ for some $\lambda > 0$ and $h \in H$ such that $h \succ \bar{h}$. Pick small $\mu > 0$ so that $h_1 := (1 - \mu)\bar{h} + \mu g \in H$ and $\phi(f_1) := (1 - \mu)\phi(\bar{h}) + \mu(\phi(g) + d) \in \phi(H)$.

Since $h_1 \succ \bar{h}$, by Archimedean axiom, there exists $\beta' > 0$ such that $(1 - \beta')h_1 + \beta' h^m \succ \bar{h}$. Specifically, $(1 - \beta)h_1 + \beta f_1 \succ \bar{h}$ for all β such that $\beta \in (0, \beta')$. This implies that for all $\beta \in (0, \beta')$, $\phi(g)+\beta d \in \{\phi(\bar{h})+\lambda\phi(h-\bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ \bar{h}\}$. Thus, $\phi(g)$ is an algebraic interior point of $\{\phi(\bar{h}) + \lambda\phi(h - \bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ \bar{h}\}$. $\square$

It is easy to check that for any $f, g \in H$,

$$f - g \in B(\succ) \text{ if and only if } \phi(f) - \phi(g) \in \phi(B(\succ)). \tag{8}$$

Since $\phi(B(\succ))$ is an open and convex cone in $R^{(|X|-1)\cdot|S|}$, we can find supporting hyperplane at each boundary point of $\phi(B(\succ))$. Each such hyperplane corresponds to a unique vector, $u \in R^{(|X|-1)\cdot|S|}$. Define $w_u : H \to \mathbb{R}$ by $w_u(h) = u \cdot \phi(h)$, for all $h \in H$ (that is, $w_u(h) = \Sigma_{s\in S} w_u(h(s), s)$, where for each $s \in S$, $w_u(h(s), s) = \Sigma_{x\in X-\{x'\}} u(x, s)\, \phi(h(s))(x) + u(x', s)(1 - \Sigma_{x\in X-\{x'\}} \phi(h(s)(x')$, for some $x' \in X$). The collection of the functions w_u corresponding to all these hyperplanes is denoted by $\mathcal{W}$. Then each element of $\mathcal{W}$ is linear in its first argument. Using (8), it is easy to verify that $\mathcal{W}$ represents $\succ$. If $B(\succ)$ is smooth then each of the supporting hyperplanes is unique, and the closedness of $\mathcal{W}$ is easy to verify. If $B(\succ)$ is not smooth, then there may be boundary points that have multiple supporting hyperplanes. In this case, include all the functions corresponding to the vectors defining these hyperplanes in $\mathcal{W}$, to show that it is closed.

$(ii) \Rightarrow (i)$. (A.1) and (A.3) is easy to show. We show that representation (2) implies Archimedean axiom (A.2). For all $f \in H$ and $w \in \mathcal{W}$ denote $f \cdot w := \sum_{s\in S} \sum_{x\in X} h(x, s) w(x, s)$.

[32] $\{\phi(\bar{h}) + \lambda\phi(h-\bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ \bar{h}\} \subset \phi(\bar{h} + B(\succ))$ is easy to show. To show the opposite direction, suppose $\phi(g) \in \phi(\bar{h} + B(\succ))$. Then $g = \bar{h} + \lambda(f_1 - f_2)$ for $\lambda > 0$ and $f_1, f_2 \in H$ such that $f_1 \succ f_2$. For small enough $\mu > 0$, $\bar{h} + \mu(f_1 - f_2) \in H$ holds. Denote this act by h. Then, by independence axiom, $h \succ \bar{h}$ and $g = \bar{h} + \frac{\lambda}{\mu}(h - \bar{h})$. Hence $\phi(g) \in \{\phi(\bar{h}) + \lambda\phi(h - \bar{h}) \mid \lambda > 0, h \in H \text{ and } h \succ \bar{h}\}$.

Let $f \succ g \succ h$ then, by the representation, $f \cdot w > g \cdot w > h \cdot w$ for all $w \in \mathcal{W}$. For each w, define $\alpha_w := \inf\{\alpha \in (0,1) \mid \alpha f \cdot w + (1-\alpha) h \cdot w > g \cdot w\}$. To show that Archimedean holds, it is enough to show that $\sup\{\alpha_w \mid w \in \mathcal{W}\} < 1$. Suppose not, then there is a sequence $\{w_n\} \subset \mathcal{W}$ such that $\alpha_{w_n} \to 1$. But $\mathcal{W} \subset \mathbb{R}^{|X|}$ is closed and can be normalized to be bounded. Hence, without loss of generality, $\mathcal{W}$ is a compact set. Therefore, there is a convergent subsequence of $\{w_n\}$. Suppose that $w_n \to w^*$, $w^* \in \mathcal{W}$. Since, α_w is a continuous function of w, we have $\alpha_{w^*} = 1$. This contradicts $\alpha_{w^*} < 1$.

Uniqueness: Suppose $\mathcal{W}$ and $\mathcal{W}'$ be two sets of real-valued functions that represent $\succ$ in the sense of (2). Note that $D \subset \langle \widehat{\mathcal{W}'} \rangle \cap \langle \widehat{\mathcal{W}} \rangle$.

Suppose that $\langle \widehat{\mathcal{W}'} \rangle \neq \langle \widehat{\mathcal{W}} \rangle$ then either there is $w \in \langle \widehat{\mathcal{W}} \rangle - \langle \widehat{\mathcal{W}'} \rangle$ or there is $w' \in \langle \widehat{\mathcal{W}'} \rangle - \langle \widehat{\mathcal{W}} \rangle$, or both. Without loss of generality, assume that there exists $w \in \langle \widehat{\mathcal{W}} \rangle - \langle \widehat{\mathcal{W}'} \rangle$. Since $\langle \widehat{\mathcal{W}'} \rangle$ is a closed and convex cone, there exist a hyperplane that strictly separates $\{w\}$ from $\langle \widehat{\mathcal{W}'} \rangle$. Let $\bar{h} \in \mathbb{R}^{|X| \cdot |S|}$ be the normal of the hyperplane, then $\bar{h} \cdot w > \bar{h} \cdot w'$ for all $w' \in \langle \widehat{\mathcal{W}'} \rangle$. But $\langle \widehat{\mathcal{W}'} \rangle$ is a cone, hence $\bar{h} \cdot w > 0$. If $\bar{h} \cdot w' > 0$ for some $w' \in \langle \widehat{\mathcal{W}'} \rangle$ then $\lambda w' \in \langle \widehat{\mathcal{W}'} \rangle$ for all $\lambda \in \mathbb{R}_+$, and $\lambda \bar{h} \cdot w' > \bar{h} \cdot w$ for some $\lambda \in \mathbb{R}_+$, a contradiction. Hence,

$$\bar{h} \cdot w > 0 \geq \bar{h} \cdot w' \text{ for all } w' \in \langle \widehat{\mathcal{W}'} \rangle. \tag{9}$$

Claim 2. $\sum_{x \in X} \bar{h}(x,s) = 0$ *for all* $s \in S$.

Proof. Suppose not, then $\theta \bar{h} \cdot \delta_s > 0$ for some $\theta \in \mathbb{R}$ and $s \in S$. But $\theta \delta_s \in \langle \widehat{\mathcal{W}'} \rangle$, which contradicts (9). □

Let $\bar{h}(\cdot,s) = \bar{h}^+(\cdot,s) - \bar{h}^-(\cdot,s)$, where $\bar{h}^+(x,s) = \bar{h}(x,s)$ if $\bar{h}(x,s) > 0$ and $\bar{h}^+(x,s) = 0$ otherwise, and $\bar{h}^-(x,s) = -\bar{h}(x,s)$ if $\bar{h}(x,s) < 0$ and $\bar{h}^-(x,s) = 0$ otherwise. Then $\sum_{x \in X} \bar{h}^+(x,s) = \sum_{x \in X} \bar{h}^-(x,s) = c_s \geq 0$.

Claim 3. $c_s > 0$ *for some* $s \in S$.

Proof. Suppose that $c_s = 0$ for all $s \in S$. Then $\bar{h}(\cdot,s) = 0$, for all $s \in S$, hence $\bar{h} \cdot w = 0$, this contradicts (9). □

Let $c_t = \max\{c_s \mid s \in S\}$. Define $p_t(x) = \bar{h}^+(x,t)/c_t$ and $q_t(x) = \bar{h}^-(x,t)/c_t$ for all $x \in X$. For all $s \in S - \{t\}$, such that $c_s > 0$, let $p_s(x) = \bar{h}^+(x,s)/c_s$ and $q_s(x) = \bar{h}^-(x,s)/c_s$ for all $x \in X - \{x^0\}$ and $p_s(x^0) =$

$1 - \sum_{x \in X - \{x^0\}} p_s(x)$ and $q_s(x^0) = 1 - \sum_{x \in X - \{x^0\}} q_s(x)$. For s such that $c_s = 0$, let $p_s(x^0) = q_s(x^0) = 1$ and $p_s(x) = q_s(x) = 0$ for all $x \in X - \{x^0\}$.

Define $h_p, h_q \in H$ by $h_p(x,s) = p_s(x)$ and $h_q(x,s) = q_s(x)$ for all $(x,s) \in X \times S$.

Claim 4. *There exists $w \in \widehat{\mathcal{W}}$ that satisfies equation (9).*

Proof. Since $w \in \langle \widehat{\mathcal{W}} \rangle$, there is sequence $\{\alpha_n w_n + (1-\alpha_n)d_n\}$ such that $\lim_{n\to\infty}(\alpha_n w_n + (1-\alpha_n)d_n) = w$ where w_n is in the cone spanned by $\widehat{\mathcal{W}}$ and d_n is in the cone spanned by D. Since $\bar{h}\cdot(\alpha_n w_n + (1-\alpha_n)d_n) = \alpha_n \bar{h} \cdot w_n$, by the left inequality of (9), for large enough n we have $\bar{h} \cdot w_n > 0$. We regard this w_n as w. $\square$

For the h_p and h_q above we have $h_p \cdot w > h_q \cdot w$ and $h_p \cdot w' \leq h_q \cdot w'$ for all $w' \in \mathcal{W}'$. The second equation implies that for any $f \in H$,

$$f \succ h_q \text{ implies } f \succ h_p \tag{10}$$

$h_p \cdot w > h_q \cdot w$ implies that there exists $\beta \in (0,1)$ such that $h_p \cdot w > \big((1-\beta)h_q + \beta h^M\big) \cdot w > h_q \cdot w$. This yields a contradiction to (10) since $(1-\beta)h_q + \beta h^M \succ h_q$. ■

5.2 Proof of Theorem 1

$(i) \Rightarrow (ii)$. By Lemma 2, every $w \in \mathcal{W}$ may be expressed as $\mid S \mid$-tuple $(w(\cdot,1), ..., w(\cdot, \mid S \mid)) \in \mathcal{W}_1 \times ... \times \mathcal{W}_{|S|}$ and for all $h, f \in H$, $h \succ f$ if and only if $\sum_{s\in S} w(h(s), s) > \sum_{s \in S} w(f(s), s)$ for all $w \in \mathcal{W}$.

Define an auxiliary binary relation $\succcurlyeq$ on H as follows: For all $f, g \in H$, $f \succcurlyeq g$ if $h \succ f$ implies $h \succ g$ for all $h \in H$. Let $B := \{\lambda(h' - h) \mid h' \succcurlyeq h, h', h \in H, \lambda \geq 0\}$. Then $\phi(B)$ is a closed convex cone with non-empty interior in $R^{(|X|-1)\cdot|S|}$. By theorem V.9.8 in Dunford and Schwartz (1957), there is a dense set, D, in its boundary such that each point of D has a unique tangent. Let $\mathcal{W}^o$ be the collection of all the supporting hyperplanes corresponding to this dense set. Without loss of generality, we assume that each function in $\mathcal{W}^o$ has unit normal vector. It is easy to see that $\mathcal{W}^o$ represents $\succcurlyeq$.

For every $f \in H$ let $H^c(f)$ be the convex-hull of $\{f^s \mid s \in S\}$. For all $\alpha \in \Delta(S)$, let $f^\alpha \in H^c(f)$ be the constant act defined by $f^\alpha = \Sigma_{s\in S}\alpha_s f^s$. Now, (A.3) implies that $g \succ f^s$ for every $s \in S$ if and only if $g \succ f^\alpha$ for every $\alpha \in \Delta(S)$. Sufficiency is immediate since for all $s \in S$, $\delta_s \in \Delta(S)$. To prove necessity, suppose that $g \succ f^s$ for all $s \in S$. Since $g = \alpha g + (1-\alpha)\, g$, if $\alpha = 1$ then, by the supposition, $g = \alpha g + (1-\alpha)\, f^s \succ \alpha f^{s'} + (1-\alpha)\, f^s$. If $\alpha = 0$ then, by the supposition, $g = \alpha f^{s'} + (1-\alpha)\, g \succ \alpha f^{s'} + (1-\alpha)\, f^s$. If $\alpha \in (0,1)$, apply (A.3) twice to obtain

$$g = \alpha g + (1-\alpha)\, g \succ \alpha g + (1-\alpha)\, f^s \succ \alpha f^{s'} + (1-\alpha)\, f^s,$$

for all $s, s' \in S$. Hence, $g \succ \alpha f^{s'} + (1-\alpha)\, f^s$ for all $\alpha \in [0,1]$ and $s, s' \in S$. Let $f^{s'} \alpha f^s := \alpha f^{s'} + (1-\alpha)\, f^s$, then, by repeated application of (A.3), we have $g \succ \alpha' \left(f^{s'} \alpha f^s\right) + (1-\alpha')\, f^{s''}$ for all $\alpha', \alpha \in [0,1]$ and $s, s', s'' \in S$. By the same argument, $g \succ f^{\alpha}$ for all $f^a \in H^c\,(f)$. Hence, an equivalent statement of (A.4) is,

(A.4′) (**Reduction Consistency**) For all $f, g \in H$, $g \succ f^{\alpha}$ for every $\alpha \in \Delta(S)$ implies $g \succ f$.

Before presenting the main argument of the proof we provide some useful facts.

Claim 5. *For all $f, g \in H$, if $g \succcurlyeq f^{\alpha}$ for all $\alpha \in \Delta\,(S)$ then $g \succcurlyeq f$.*

The proof is immediate application of (A.4), the preceding argument, and the definition of $\succcurlyeq$. Henceforth, when we invoke axiom (A.4) we will use it in either the, equivalent, strict preference form (A.4′) or the weak form given in Claim 5, as the need may be.

To state the next result we invoke the following notations. For each $h \in H$ and $s \in S$, let $h_{-s}p$ the act that is obtained by replacing the $s-th$ coordinate of h, $h\,(s)$, with p. Let h^p denote the constant act whose payoff is $h^p\,(s) = p$, for every $s \in S$

Claim 6. *If $h^p \succcurlyeq h^q$ then $h^p \succcurlyeq h^p_{-s}q$ for all $s \in S$.*

Proof. For any $\alpha \in \Delta\,(S)$, $(h^p_{-s}q)^{\alpha}$ is a convex combination of h^p and h^q. To be exact, $(h^p_{-s}q)^{\alpha} = (1-\alpha_s)\, h^p + \alpha_s h^q$. By (A.3), applied to $\succcurlyeq$, we have $h^p \succcurlyeq \alpha_s h^p + (1-\alpha_s)\, h^q \succcurlyeq h^q$, (that is, $h^p \succcurlyeq (h^p_{-s}q)^{\alpha}$ for all $\alpha \in \Delta\,(S)$).[33] Hence, by (A.4) and Claim 1, $h^p \succcurlyeq h^p_{-s}q$. □

[33]For a proof that $\succcurlyeq$ satisfies independence see Galaabaatar and Karni (2011).

We now turn to the main argument. In particular, we show that the component functions, $\{w_s\}_{s\in S}$, of each essential function, $w \in \mathcal{W}^o$, that figures in the representation are positive linear transformations of one another.

Lemma 6. *If $\hat{w} \in \mathcal{W}^o$ then for all non-null $s, t \in S$, $\hat{w}(\cdot, s)$ and $\hat{w}(\cdot, t)$ are positive linear transformations of one another.*

Proof. By way of negation, suppose that there exist s, t such that $\hat{w}(\cdot, s)$ and $\hat{w}(\cdot, t)$ are not positive linear transformations of one another. Then there are $p, q \in \Delta(X)$ such that $\hat{w}(p, s) > \hat{w}(q, s)$ and $\hat{w}(q, t) > \hat{w}(p, t)$. Without loss of generality, let p be a lottery such that $\hat{w}(h^p) > \hat{w}(h^q)$ and $p(x) > 0$ for all $x \in X$. Define $q(\lambda) = \lambda p + (1-\lambda)q$ for $\lambda \in (0,1)$, then $\hat{w}(p, s) > \hat{w}(q(\lambda), s)$ and $\hat{w}(q(\lambda), t) > \hat{w}(p, t)$. Following Ok et. al. (2008), we use the following construction. Let $f_\lambda \in H$ be defined as follows: $f_\lambda(s')= p$ if $s' = s$, $f_\lambda(s')= q(\lambda)$ if $s' = t$, and, for $s' \neq s, t$, $f_\lambda(s') = p$ if $w(p, s') \geq w(q(\lambda), s')$, and $f_\lambda(s') = q(\lambda)$ otherwise.

Clearly, $\Sigma_{s\in S}\hat{w}(f_\lambda(s), s) > \Sigma_{s\in S}\hat{w}((f_\lambda)^\alpha(s), s)$ for all $\alpha \in \Delta(S)$. Since f_λ involves only p and $q(\lambda)$, $\{(f_\lambda)^\alpha \mid \alpha \in \Delta(S)\} = \{\alpha h^p + (1-\alpha) h^{q(\lambda)} \mid \alpha \in [0,1]\}$.

Since $\hat{w} \in \mathcal{W}^o$, there exists $g \in H$ such that $g \succcurlyeq h^p, \hat{w}(g) = \hat{w}(h^p)$ and $\hat{w}$ is the unique supporting hyperplane at g.

Define the dominance cone $C = \{\alpha(f-g) \mid f, g \in H, f \succcurlyeq g,\ \alpha \geq 0\}$. This cone defines an extension of the auxiliary relation, $\succcurlyeq$, to the linear space generated by H. With slight abuse of notation we denote the extended relation by $\succcurlyeq$. The extended relation satisfies all the properties of the original auxiliary relation.

Claim 7. *There exist $\beta^*(\lambda) > 0$ such that $h^p + \beta^*(\lambda)(g - h^p) \succcurlyeq h^{q(\lambda)}$*

Proof. Suppose not. Then, for any $n \in \{1, 2, ...\}$, there exists $w_n \in \mathcal{W}^o$ such that $w_n(h^p + n(g - h^p)) < w_n\left(h^{q(\lambda)}\right)$. Since w_n is linear, we can regard w_n as a vector and $w_n(f)$ as the inner product $w_n \cdot f$. Hence, we have

$$nw_n \cdot (g - h^p) < w_n \cdot \left(h^{q(\lambda)} - h^p\right) \text{ for all } n. \tag{11}$$

Since $\|w_n\| = 1$, we can find convergent subsequence $\{w_{n_k}\}$. Without loss of generality we assume that $\{w_n\}$ itself is convergent and $w_n \to w^* \in cl(\mathcal{W}^o)$. The right-hand side of inequality (11) converges to $w^* \cdot \left(h^{q(\lambda)} - h^p\right)$. If $w^* \cdot (g - h^p) > 0$ then the left-hand side of inequality (11) tends to $+\infty$ as $n \to \infty$. A contradiction. Hence, $w^*(g) = w^*(h^p)$. Also, $w_n(h^p) \leq$

$w_n(h^p + n(g - h^p)) < w_n\left(h^{q(\lambda)}\right)$ implies $w^*(h^p) \leq w^*\left(h^{q(\lambda)}\right)$. Since $\hat{w}(h^p) > \hat{w}\left(h^{q(\lambda)}\right)$, $\hat{w} \neq w^*$. This contradicts the uniqueness of the supporting hyperplane at $g \in H$. This completes the proof of the claim. $\square$

Let $g_\lambda = h^p + \beta(\lambda)(g - h^p)$. Then $g_\lambda \not\succcurlyeq h^p$ and $g_\lambda \not\succcurlyeq h^{q(\lambda)}$. By choosing λ close to 1, by the application of the independence axiom to the extended relation we can find $\beta(\lambda) \in (0,1)$ so that for such λ, g_λ is feasible (i.e., $g_\lambda(s) \in \Delta(X)$ for all $s \in S$). By virtue of being on the hyperplane defined by $\hat{w}$, $\Sigma_{s\in S}\hat{w}(g_\lambda(s), s) = \hat{w}(h^p)$. Since $g_\lambda \not\succcurlyeq h^p, h^{q(\lambda)}$, we have $g_\lambda \not\succcurlyeq (f_\lambda)^\alpha$ for all $\alpha \in \Delta(S)$. Hence, by (A.4) and Claim 6, $g_\lambda \not\succcurlyeq f_\lambda$. But $\Sigma_{s\in S}\hat{w}(f_\lambda(s), s) > \hat{w}(h^p) = \Sigma_{s\in S}\hat{w}(g_\lambda(s), s)$, which is a contradiction (see Figure 1 below). Hence, if $\hat{w}(\cdot, s)$ and $\hat{w}(\cdot, t)$ are not positive linear transformation of one another then $\hat{w} \notin \mathcal{W}^o$. This completes the proof of the Lemma. $\square$

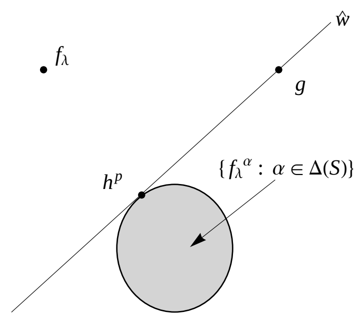

Figure 1

The representation is implied by the following arguments: First, by the standard argument. For each $w \in \mathcal{W}^o$, define $U^w(\cdot) = w(\cdot, 1)$ and for all $s \in S$, let $w(\cdot, s) = b_s^w U^w(\cdot) + a_s^w$, $b_s^w > 0$. Define $\pi^w(s) = b_s^w / \Sigma_{s'\in S} b_{s'}^w$ for all $s \in S$. Let $\mathcal{U}$ be the collection of distinct U^w and for each $U \in \mathcal{U}$, let $\Pi^U = \{\pi^w \mid \forall w \text{ such that } U^w = U\}$. Second, if there are kinks in B so that there are more than one supporting hyperplanes, then there is at least one w that can be expressed as a limit point of sequence $\{w_n\}$ from $\mathcal{W}^o$. Since any w_n has the property that each of its component is a positive linear transformation of one another, w has the same property. If we add all those w's to $\mathcal{W}^o$, then the new set of functions will represent $\succ$.

$(ii) \Rightarrow (i)$. Axioms (A.1) - (A.3) are implied by Lemma 2. The $\succ$ $-$boundedness of H and (A.4) are immediate implications of the representation. The uniqueness result is implied by Lemma 2. ■

5.3 Proof of lemma 4

Suppose that $f, g \in H$ are such that $f(s) \succ g(s)$ for all $s \in S$. Define $h \in H$ by: $h(s) = \frac{1}{|S|-1}\sum_{s' \neq s} f(s')$ for all $s \in S$. Observe that $\frac{1}{|S|}f + \left(1 - \frac{1}{|S|}\right)h$ is a constant act. By (A.3), for each s,

$$\frac{1}{\mid S\mid}f+\left(1-\frac{1}{\mid S\mid}\right)h = \frac{1}{\mid S\mid}f(s)+\left(1-\frac{1}{\mid S\mid}\right)h(s) \succ \frac{1}{\mid S\mid}g(s)+\left(1-\frac{1}{\mid S\mid}\right)h(s)$$

By (A.4),

$$\frac{1}{\mid S\mid}f+\left(1-\frac{1}{\mid S\mid}\right)h \succ \frac{1}{\mid S\mid}g+\left(1-\frac{1}{\mid S\mid}\right)h$$

Hence, by (A.3), $f \succ g$. $\blacksquare$

5.4 Proof of theorem 2

$(i) \Rightarrow (ii)$. Suppose that $\succ$ on H satisfies (A.1) - (A.5). Let $\mathcal{M} := \{\alpha \in \Delta(S) \mid f \succ h^p \text{ implies } \neg(h^p \succ f^\alpha) \text{ for any } p \in \Delta(X), f \in H\}$.

By (A.5), $g \succ f$ implies that $g^\alpha \succ f^\alpha$ for all $\alpha \in \mathcal{M}$. By Theorem 1, $g^\alpha \succ f^\alpha$ for all $\alpha \in \mathcal{M}$ if and only if $U(g^\alpha) > U(f^\alpha)$ for all $U \in \mathcal{U}$ and $\alpha \in \mathcal{M}$. By the affinity of $U \in \mathcal{U}$, $U(g^\alpha) > U(f^\alpha)$ for all $U \in \mathcal{U}$ and $\alpha \in \mathcal{M}$ if and only if $\sum_{s\in S} U(g(s))\alpha(s) > \sum_{s\in S} U(f(s))\alpha(s)$ for all $(\alpha, U) \in \mathcal{M} \times \mathcal{U}$. Hence, $g \succ f$ implies $\sum_{s\in S} U(g(s))\alpha(s) > \sum_{s\in S} U(f(s))\alpha(s)$ for all $(\alpha, U) \in \mathcal{M} \times \mathcal{U}$.

To prove the inverse implication, suppose $\sum_{s\in S} U(g(s))\alpha(s) > \sum_{s\in S} U(f(s))\alpha(s)$ for all $(\alpha, U) \in \mathcal{M} \times \mathcal{U}$. Theorem 1 implies that $g \succ f$ if and only if $\sum_{s\in S} U(g(s))\alpha(s) > \sum_{s\in S} U(f(s))\alpha(s)$ for all $(\alpha, U) \in \{(\alpha, U) \mid U \in \mathcal{U}, \alpha \in \Pi^U\}$. Since (A.5) implies $\cup_{U\in\mathcal{U}}\Pi^U \subset \mathcal{M}$, we have $g \succ f$.

The part $(ii) \Rightarrow (i)$ is easy to check.

To prove the uniqueness of the set of utility functions, we restrict attention to constant acts. Then we have the following, $U(h^p) > U(h^q)$ for all $U \in \mathcal{U}$ if and only if $V(h^p) > V(h^q)$ for all $V \in \mathcal{V}$. By the proof of uniqueness of result of Dubra, Maccheroni and Ok (2004), we obtain $\langle\mathcal{U}\rangle = \langle\mathcal{V}\rangle$.

To prove the uniqueness of beliefs, suppose that each one of the pairs $(\mathcal{U}, \mathcal{M})$ and $(\mathcal{V}, \mathcal{M}')$ represent $\succ$. Assume $cl(conv(\mathcal{M})) \neq cl(conv(\mathcal{M}'))$, where $cl(conv(\mathcal{M}))$ and $cl(cone(\mathcal{M}'))$ denote the closures of convex cones generated by $\mathcal{M}$ and $\mathcal{M}'$, respectively. Without loss of generality, there exists $\pi \in \mathcal{M}$ such that $\pi \notin cl(conv(\mathcal{M}'))$. Thus there exists hyperplane that strictly separates π and $cl(cone(\mathcal{M}'))$. In other words, there is a non-zero vector $a \in \mathbb{R}^{|S|}$ such that

$$\pi \cdot a > \pi' \cdot a \text{ for all } \pi' \in cl(cone(\mathcal{M}')). \tag{12}$$

Invoking the fact that $cl(cone(\mathcal{M}'))$ is a cone,

$$\pi \cdot a > 0 \geq \pi' \cdot a \text{ for all } \pi' \in cl(cone(\mathcal{M}')). \tag{13}$$

By equation (13), we have $\pi \cdot a > 0 \geq \pi' \cdot a$ for all $\pi' \in \mathcal{M}'$. Normalize $\mathcal{U}$ and $\mathcal{V}$ so that for any $U \in \mathcal{U} \cup \mathcal{V}$, $U(p^M) - U(p^m) = \max\{a_i \mid i = 1, 2, ..., |S|\}$. Then for any $i = 1, ..., |S|$, there exists $\hat{p}_i, \hat{q}_i \in \Delta(X)$ such that $a_i = U(\hat{p}_i) - U(\hat{q}_i)$. Define acts $f := (\hat{p}_1, \hat{p}_2, ..., \hat{p}_{|S|})$ and $g := (\hat{q}_1, \hat{q}_2, ..., \hat{q}_{|S|})$. Then, $0 \geq \pi' \cdot a$ for all $\pi' \in \mathcal{M}'$ implies $\sum_{s \in S} \pi'(s) V(g(s)) \geq \sum_{s \in S} \pi'(s) V(f(s))$ for all $V \in \mathcal{V}$ and $\pi' \in \mathcal{M}'$. Therefore, for any $h \in H$,

$$h \succ g \text{ then } h \succ f \tag{14}$$

But $\pi \cdot a > 0$ implies $\sum_{s \in S} \pi(s) U(f(s)) > \sum_{s \in S} \pi(s) U(g(s))$ for all $U \in \mathcal{U}$. Pick any $U^* \in \mathcal{U}$. Then, there exists $\lambda \in (0,1)$ such that $\sum_{s \in S} \pi(s) U^*(f(s)) > (1-\lambda) \sum_{s \in S} \pi(s) U^*(g(s)) + \lambda \sum_{s \in S} \pi(s) U^*(p^M) > \sum_{s \in S} \pi(s) U^*(g(s))$. Since $(1-\lambda) g + \lambda h^M \succ g$, the last inequality is a contradiction to (14). ■

5.5 Proof of theorem 3

$(i) \Rightarrow (ii)$. By Lemma 2, $p \succ_s q$ if and only if $\sum_{x \in X} w(x,s) p(x) > \sum_{x \in X} w(x,s) q(x)$ for all $w \in \mathcal{W}$. By Kreps (1988) theorem (5.4), $\succ_s$ satisfies (A.6), (A.2), and (A.3) if and only if there exist a real-valued function $u_s(\cdot)$ on X,unique up to positive linear transformation, such that for all $p, q \in \Delta(X)$, $p \succ_s q$ if and only if $\sum_{x \in X} u_s(x) p(x) > \sum_{x \in X} u_s(x) q(x)$.

Pick any $t \in S$ and any $\hat{w} \in \mathcal{W}$. Define $\hat{u}(\cdot) := \hat{w}_t(\cdot)$. For any $w \in \mathcal{W}$, by Lemma 2, the functions $w(\cdot, s)$ is a positive linear transformation of $w(\cdot, t)$. Moreover, by the uniqueness part of the von Neumann–Morgenstern expected utility theorem, for each $w(\cdot, t)$ is a positive linear transformation of $\hat{w}_t(\cdot)$. Thus, $w(\cdot, s) = b_{ws} \hat{u}(\cdot) + a_{ws}$, where $b_{ws} > 0$. Let $b_w = \sum_{s \in S} b_{ws}$ and define $\pi_w(s) = b_{ws}/b_w$. Then conclusion follows from Lemma 2, where $\Pi = \{\pi_w \mid w \in \mathcal{W}\}$.

The proof that $(ii) \Rightarrow (i)$ is straightforward. The uniqueness result is implied by the uniqueness of Theorem 2. ■

5.6 Proof of theorem 4

$(i) \Rightarrow (ii)$. First, we show that (A.7) assures a unique probability measure over S. Let $\pi^u(E) = \inf\{\alpha \in [0,1] \mid p^M \alpha p^m \succ p^M E p^m\}$ and $\pi^l(E) = \sup\{\alpha \in [0,1] \mid p^M E p^m \succ p^M \alpha p^m\}$.

Claim 8. *Under (A.7), $\pi^u(E) = \pi^l(E)$.*

Proof. Axiom (A.3) implies that $\pi^u(E) \geqslant \pi^l(E)$. Suppose that $\pi^u(E) > \pi^l(E)$.[34] Then there exist α_1, α_2 such that $\pi^u(E) > \alpha_1 > \alpha_2 > \pi^l(E)$. Since $\pi^u(E) > \alpha_1$ implies $p^M \alpha_1 p^m \succ p^M E p^m$ does not hold, (A.7) implies $p^M E p^m \succ p^M \alpha_2 p^m$ which is a contradiction to $\alpha_2 > \pi^l(E)$. Therefore, $\pi^u(E) = \pi^l(E)$. □

Define $\pi(E) := \pi^u(E) = \pi^l(E)$. Next, we show that π is a probability measure.

Claim 9. *Under (A.7), $\pi : 2^S \rightarrow [0,1]$ is a probability measure.*

Proof. By definition $\pi(S) = 1$. Since S is a finite set, it is enough to show that $\pi(E \cup \{s\}) = \pi(E) + \pi(s)$ for all $E \subseteq S$ and for all $s \notin E$.

First, we show that $\pi(E \cup \{s\}) \leq \pi(E) + \pi(s)$. Without loss of generality, assume that $\pi(E) + \pi(s) < 1$. Pick any $\varepsilon > 0$ such that $\pi(E) + \pi(s) + 2\varepsilon < 1$. Then there exist $\alpha_1, \alpha_2, \beta_1, \beta_2 \in [0,1]$ such that $\pi(E) < \beta_1 < \alpha_1 < \pi(E) + \varepsilon$ and $\pi(s) < \beta_2 < \alpha_2 < \pi(s) + \varepsilon$.

If we can show that $p^M(\alpha_1 + \alpha_2)p^m \succ p^M(E \cup \{s\})p^m$, then we have $\pi(E \cup \{s\}) < \alpha_1 + \alpha_2 < \pi(E) + \pi(s) + 2\varepsilon$, which implies $\pi(E \cup \{s\}) \leq \pi(E) + \pi(s)$.[35] Suppose that $p^M(\alpha_1 + \alpha_2)p^m \succ p^M(E \cup \{s\})p^m$ does not hold. Then, by (A.7), $p^M(\beta_1 + \beta_2)p^m \prec p^M(E \cup \{s\})p^m$.

We know that $p^M \beta_1 p^m \succ p^M E p^m$ and $p^M \beta_2 p^m \succ p^M \{s\} p^m$ imply that for all $w \in \mathcal{W}$,

$$\beta_1 \Sigma_{s \in S} w(p^M, s) + (1 - \beta_1) \Sigma_{s \in S} w(p^m, s) > \Sigma_{t \in E} w(p^M, t) + \Sigma_{t \notin E} w(p^m, t)$$

and

$$\beta_2 \Sigma_{s \in S} w(p^M, s) + (1 - \beta_2) \Sigma_{s \in S} w(p^m, s) > w(p^M, s) + \Sigma_{t \neq s} w(p^m, t)$$

[34] To be exact, (A.3) implies mixture monotonicity – that is, for all $f, g \in H$ and $0 \leq \alpha < \beta \leq 1$, $f \succ g$ implies that $\beta f + (1 - \beta) g \succ \alpha f + (1 - \alpha) g$ (see Kreps [1988] Lemma 5.6). Mixture monotonicity implies that $\pi^u(E) \geqslant \pi^l(E)$.

[35] Recall that, by Lemma 3, $h^M = (p^M, ..., p^M)$ and $h^m = (p^m, ..., p^m)$.

Adding these two inequalities we obtain that for all $w \in \mathcal{W}$,

$$(\beta_1 + \beta_2)\Sigma_{s\in S}w(p^M, s) + (1 - \beta_1 - \beta_2)\Sigma_{s\in S}w(p^m, s) + \Sigma_{s\in S}w(p^m, s) > \\ > w(p^M(E \cup \{s\})p^m) + \Sigma_{s\in S}w(p^m, s)$$

Hence for all $w \in \mathcal{W}$,

$$(\beta_1+\beta_2)\Sigma_{s\in S}w(p^M, s)+(1-\beta_1-\beta_2)\Sigma_{s\in S}w(p^m, s) > \Sigma_{s\in S}w(p^M(E\cup\{s\})p^m, s)$$

But this is obviously a contradiction of $p^M(\beta_1 + \beta_2)p^m \prec p^M(E \cup \{s\})p^m$. Thus, $\pi(E \cup \{s\}) \leq \pi(E) + \pi(s)$.

Suppose $\pi(E \cup \{s\}) < \pi(E) + \pi(s)$. Then there exist α such that $\pi(E \cup \{s\}) < \alpha < \pi(E) + \pi(s)$. Since $0 \leq \alpha - \pi(E) < \pi(s)$, we can find $\alpha_1 < \alpha$ such that $\alpha - \pi(E) < \alpha_1 < \pi(s)$. Thus, we have $\alpha - \alpha_1 \in (0, \pi(E))$ and $\alpha_1 < \pi(s)$. Therefore, by using the same argument above, we can have,

$$p^M\{s\}p^m \succ p^M\alpha_1p^m \text{ and } p^MEp^m \succ p^M(\alpha-\alpha_1)p^m \Rightarrow p^M(E\cup\{s\})p^m \succ p^M\alpha p^m$$

This is a contradiction to $\pi(E \cup \{s\}) < \alpha$. □

Now we enter the proof of Theorem 4. Suppose $\alpha > \pi(E)$. Then, by Lemma 2,

$$p^M\alpha p^m \succ p^MEp^m \text{ if and only if} \\ \Sigma_{s\in S}w(p^M\alpha p^m, s) > \Sigma_{s\in S}w(p^MEp^m, s),\ \forall w \in \mathcal{W} \tag{15}$$

Equation (15) implies that for all $w \in \mathcal{W}$,

$$\alpha\sum_{s\in S} w(p^M, s) + (1 - \alpha)\sum_{s\in S} w(p^m, s) > \sum_{s\in E} w(p^M, s) + \sum_{s\notin E} w(p^m, s)$$

which, in turn, implies that for all $w \in \mathcal{W}$,

$$\alpha\sum_{s\notin E} w(p^M, s) + (1 - \alpha)\sum_{s\in E} w(p^m, s) > (1 - \alpha)\sum_{s\in E} w(p^M, s) + \alpha\sum_{s\notin E} w(p^m, s) \tag{16}$$

Equation (16) implies that for all $w \in \mathcal{W}$,

$$\frac{\alpha}{1 - \alpha} > \frac{\sum_{s\in E} w(p^M, s) - \sum_{s\in E} w(p^m, s)}{\sum_{s\notin E} w(p^M, s) - \sum_{s\notin E} w(p^m, s)},\ \forall\alpha > \pi(E)$$

Hence,

$$\frac{\pi(E)}{1-\pi(E)} \geq \frac{\sum_{s\in E} w(p^M, s) - \sum_{s\in E} w(p^m, s)}{\sum_{s\notin E} w(p^M, s) - \sum_{s\notin E} w(p^m, s)},\ \forall w \in \mathcal{W}$$

For all $\alpha < \pi(E)$, we can repeat the same argument. Therefore, we get for all $w \in \mathcal{W}$,

$$\frac{\alpha}{1-\alpha} < \frac{\sum_{s\in E} w(p^M, s) - \sum_{s\in E} w(p^m, s)}{\sum_{s\notin E} w(p^M, s) - \sum_{s\notin E} w(p^m, s)},\ \forall \alpha < \pi(E)$$

Hence,

$$\frac{\pi(E)}{1-\pi(E)} \leq \frac{\sum_{s\in E} w(p^M, s) - \sum_{s\in E} w(p^m, s)}{\sum_{s\notin E} w(p^M, s) - \sum_{s\notin E} w(p^m, s)},\ \forall w \in \mathcal{W}$$

Thus, we conclude that

$$\frac{\pi(E)}{1-\pi(E)} = \frac{\sum_{s\in E} w(p^M, s) - \sum_{s\in E} w(p^m, s)}{\sum_{s\notin E} w(p^M, s) - \sum_{s\notin E} w(p^m, s)},\ \forall w \in \mathcal{W}$$

Lemma 5 implies that whenever $h^x \succ h^m$, $p^M \alpha p^m \succ p^M E p^m$ if and only if $\delta_x \alpha p^m \succ \delta_x E p^m$. Thus for all $w \in \mathcal{W}$,

$$\frac{\pi(E)}{1-\pi(E)} = \frac{\sum_{s\in E} w(p^M, s) - \sum_{s\in E} w(p^m, s)}{\sum_{s\notin E} w(p^M, s) - \sum_{s\notin E} w(p^m, s)} = \frac{\sum_{s\in E} w(\delta_x, s) - \sum_{s\in E} w(p^m, s)}{\sum_{s\notin E} w(\delta_x, s) - \sum_{s\notin E} w(p^m, s)} \tag{17}$$

Let $S = \{s_1, s_2, ..., s_n\}$ and $E = \{s_i\}$. By equation (17), we have for all $w \in \mathcal{W}$,

$$\frac{1-\pi(s_i)}{\pi(s_i)} = \frac{\sum_{s\in S-\{s_i\}} w(\delta_x, s) - \sum_{s\in S-\{s_i\}} w(p^m, s)}{w(\delta_x, s_i) - w(p^m, s_i)} \tag{18}$$

Hence,

$$\frac{1}{\pi(s_i)} = \frac{\sum_{s\in S} w(\delta_x, s) - \sum_{s\in S} w(p^m, s)}{w(\delta_x, s_i) - w(p^m, s_i)} \tag{19}$$

Thus,

$$\frac{\pi(s_i)}{\pi(s_j)} = \frac{w(\delta_x, s_i) - w(p^m, s_i)}{w(\delta_x, s_j) - w(p^m, s_j)}, \forall i, j \in \{1, ..., n\} \tag{20}$$

By taking $j = 1$ we get

$$w(\delta_x, s_i) = \frac{\pi(s_i)}{\pi(s_1)}(w(\delta_x, s_1) - w(p^m, s_1)) + w(p^m, s_i) \tag{21}$$

which implies,

$$w(p, s_i) = \frac{\pi(s_i)}{\pi(s_1)}w(p, s_1) - \frac{\pi(s_i)}{\pi(s_1)}w(p^m, s_1) + w(p^m, s_i) \tag{22}$$

Suppose that $h, g \in H$. Then,

$$h \succ g \text{ if and only if } \sum_s w(h(s), s) > \sum_s w(g(s), s) \text{ for all } w \in \mathcal{W}$$

By using equations (18)-(22), we can easily show that

$$\sum_s w(h(s), s) > \sum_s w(g(s), s) \text{ for all } w \in \mathcal{W} \text{ if and only if}$$
$$\sum_i \pi(s_i)w(h(s_i), s_1) > \sum_i \pi(s_i)w(g(s_i), s_1) \text{ for all } w \in \mathcal{W}$$

Define $\mathcal{U} = \{w(\cdot, s_1) | w \in \mathcal{W}\}$. Then, the last two equations imply

$$h \succ g \text{ if and only if } \sum_{s \in S} \pi(s)U(h(s)) > \sum_{s \in S} \pi(s)U(g(s)) \text{ for all } U \in \mathcal{U}$$

The proof of $(ii) \Rightarrow (i)$ is straightforward. The uniqueness follows from the uniqueness result in Dubra, Maccheroni in Ok (2004) (by restricting $\succ$ to constant acts). ■

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