# SUPPLEMENT TO "THE CONVERSE ENVELOPE THEOREM" <br> (Econometrica, Vol. 90, No. 6, November 2022, 2795-2819) 

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## S.1. THE FAILURE OF THE STANDARD IMPLEMENTABILITY ARGUMENT

WHEN THE AGENT'S PREFERENCES have the quasilinear form $f(y, p, t)=h(y, t)-p$, a standard argument establishes the implementability of increasing allocations without resort to the converse envelope theorem. I first outline the argument, then show how it fails absent quasilinearity, necessitating my alternative approach based on the converse envelope theorem.

Fix an increasing allocation $Y:[0,1] \rightarrow \mathcal{Y}$. Choose a $P$ so that $(Y, P)$ satisfies the envelope formula. ${ }^{1}$ We then have for any $r, t \in[0,1]$ that

$$
\begin{aligned}
& f(Y(t), P(t), t)-f(Y(r), P(r), t) \\
& \quad=\left[V_{Y, P}(t)-V_{Y, P}(r)\right]-[f(Y(r), P(r), t)-f(Y(r), P(r), r)] \\
& \quad=\int_{r}^{t}\left[f_{3}(Y(s), P(s), s)-f_{3}(Y(r), P(r), s)\right] \mathrm{d} s
\end{aligned}
$$

by the envelope formula and Lebesgue's fundamental theorem of calculus.
For quasilinear preferences, $f_{3}(y, p, s)$ does not vary with $p$, and $f$ is single-crossing iff $y \mapsto f_{3}(y, 0, s)$ is increasing for every $s \in[0,1] .{ }^{2}$ Since $Y$ is also increasing, this implies that the above integrand is nonnegative, which (since $r, t \in[0,1]$ were arbitrary) shows that $(Y, P)$ is incentive-compatible.

These properties of quasilinearity are very special, however. In general, single-crossing has nothing directly to say about the type derivative $f_{3}$, and so cannot be used to sign the integrand. The standard argument thus fails.

The argument may of course be salvaged by replacing single-crossing with the brute assumption that the integrand is nonnegative. But this assumption lacks a choice interpretation, being a restriction on the type derivative $f_{3}$ of the utility representation $f$. A theorem with such a hypothesis would have no economic meaning. (By contrast, single-crossing has a straightforward choice interpretation, described in the text.)

## S.2. SOME REGULAR OUTCOME SPACES (\$4.2)

PROPOSITION S.1: The following partially ordered sets are regular:
(a) $\mathbf{R}^{n}$ equipped with the usual (product) order: $\left(y_{1}, \ldots, y_{n}\right) \lesssim\left(y_{1}^{\prime}, \ldots, y_{n}^{\prime}\right)$ iff $y_{i} \leq y_{i}^{\prime}$ for every $i \in\{1, \ldots, n\}$.
(b) The space $\ell^{1}$ of summable sequences equipped with the product order: $\left(y_{i}\right)_{i \in \mathbf{N}} \lesssim\left(y_{i}^{\prime}\right)_{i \in \mathbf{N}}$ iff $y_{i} \leq y_{i}^{\prime}$ for every $i \in \mathbf{N}$.

[^0](c) For any measure space $(\Omega, \mathcal{F}, \mu)$, the space $\mathcal{L}^{1}(\Omega, \mathcal{F}, \mu)$ of (equivalence classes of $\mu$ a.e. equal) $\mu$-integrable functions $\Omega \rightarrow \mathbf{R}$, equipped with the partial order $\lesssim$ defined by $y \lesssim y^{\prime}$ iff $y \leq y^{\prime} \mu$-a.e.
(Special case: for any probability space, the space of finite-expectation random variables, ordered by "a.s. smaller.")
(d) For any finite set $\Omega$ and probability $\mu_{0} \in \Delta(\Omega)$, the space of mean- $\mu_{0}$ Borel probability measures on $\Delta(\Omega)$, equipped with the Blackwell informativeness order defined in $\S 4.4 .^{3}$
(e) The open intervals of $(0,1)$ (including $\emptyset)$, ordered by set inclusion $\subseteq$.

We will use the following sufficient condition for chain-separability.
Lemma S.1: If there is a strictly increasing function $\mathcal{Y} \rightarrow \mathbf{R}$, then $\mathcal{Y}$ is chain-separable.
(The converse is false: there are chain-separable spaces that admit no strictly increasing real-valued function.)

Proof: Suppose that $\phi: \mathcal{Y} \rightarrow \mathbf{R}$ is a strictly increasing function, and let $Y \subseteq \mathcal{Y}$ be a chain; we will show that $Y$ has a countable order-dense subset. By inspection, the restriction $\left.\phi\right|_{Y}$ of $\phi$ to $Y$ is an order-embedding of $Y$ into $\mathbf{R}$; thus $Y$ is order-isomorphic to a subset of $\mathbf{R}$ (namely $\phi(Y)$ ). The order-isomorphs of subsets of $\mathbf{R}$ are precisely those chains that have a countable order-dense subsets (see, e.g., Theorem 24 in Birkhoff (1967, p. 200)); thus $Y$ has a countable order-dense subset.
Q.E.D.

Proof of Proposition S.1(a)-(c): $\mathbf{R}^{n}$ is exactly $\mathcal{L}^{1}\left(\{1, \ldots, n\}, 2^{\{1, \ldots, n\}}, c\right)$ where $c$ is the counting measure; similarly, $\ell^{1}$ is $\mathcal{L}^{1}\left(\mathbf{N}, 2^{\mathbf{N}}, c\right)$. It therefore suffices to establish (c).

So fix a measure space $(\Omega, \mathcal{F}, \mu)$, and let $\mathcal{Y}:=\mathcal{L}^{1}(\Omega, \mathcal{F}, \mu)$ be ordered by " $\mu$-a.e. smaller." $\mathcal{Y}$ is order-dense-in-itself since if $y \leq y^{\prime \prime} \mu$-a.e. and $y \neq y^{\prime \prime}$ on a set of positive $\mu$-measure, then $y^{\prime}:=\left(y+y^{\prime \prime}\right) / 2$ lives in $\mathcal{Y}$ and satisfies $y \leq y^{\prime} \leq y^{\prime \prime} \mu$-a.e. and $y \neq y^{\prime} \neq y^{\prime \prime}$ on a set of positive $\mu$-measure.

For countable-chain completeness, take any countable chain $Y \subseteq \mathcal{Y}$, and suppose that it has a lower bound $y \in \mathcal{Y}$; we will show that $Y$ has an infimum. (The argument for upper bounds is symmetric.) Define $y_{\star}: \Omega \rightarrow \mathbf{R}$ by $y_{\star}(\omega):=\inf _{y \in Y} y(\omega)$ for each $\omega \in \Omega$; it is well-defined (i.e., it maps into $\mathbf{R}$, with the possible exception of a $\mu$-null set) since $Y$ has a lower bound. Clearly $y^{\prime} \leq y_{\star} \leq y^{\prime \prime} \mu$-a.e. for any lower bound $y^{\prime}$ of $Y$ and any $y^{\prime \prime} \in Y$, so it remains only to show that $y_{\star}$ lives in $\mathcal{Y}$, meaning that it is measurable and that its integral is finite. Measurability obtains since $Y$ is countable (e.g., Proposition 2.7 in Folland (1999)). As for the integral, since $y \leq y_{\star} \leq y_{0} \mu$-a.e. and $y$ and $y_{0}$ are integrable (live in $\mathcal{Y}$ ), we have

$$
-\infty<\int_{\Omega} y \mathrm{~d} \mu \leq \int_{\Omega} y_{\star} \mathrm{d} \mu \leq \int_{\Omega} y_{0} \mathrm{~d} \mu<+\infty .
$$

For chain-separability, define $\phi: \mathcal{Y} \rightarrow \mathbf{R}$ by $\phi(y):=\int_{\Omega} y \mathrm{~d} \mu$ for each $y \in \mathcal{Y} . \phi$ is strictly increasing: if $y \leq y^{\prime} \mu$-a.e. and $y \neq y^{\prime}$ on a set of positive $\mu$-measure, then $\phi(y)<\phi\left(y^{\prime}\right)$. Chain-separability follows by Lemma S.1.
Q.E.D.

[^1]Proof of Proposition S.1(d): Fix a finite set $\Omega$ and a probability $\mu_{0} \in \Delta(\Omega)$, and let $\mathcal{Y}$ be the space of Borel probability measures with mean $\mu_{0}$, equipped with the Blackwell informativeness order $\lesssim . \mathcal{Y}$ is order-dense-in-itself because if $y, y^{\prime \prime} \in \mathcal{Y}$ satisfy $\int_{\Delta(\Omega)} v \mathrm{~d} y \leq$ $\int_{\Delta(\Omega)} v \mathrm{~d} y^{\prime \prime}$ for every continuous and convex $v: \Delta(\Omega) \rightarrow \mathbf{R}$, with the inequality strict for some $v=\widehat{v}$, then $y^{\prime}:=\left(y+y^{\prime \prime}\right) / 2$ also lives in $\mathcal{Y}$ and satisfies $\int_{\Delta(\Omega)} v \mathrm{~d} y \leq \int_{\Delta(\Omega)} v \mathrm{~d} y^{\prime} \leq$ $\int_{\Delta(\Omega)} v \mathrm{~d} y^{\prime \prime}$ for every continuous and convex $v: \Delta(\Omega) \rightarrow \mathbf{R}$, with both inequalities strict for $v=\widehat{v}$.

For countable chain-completeness, let $Y \subseteq \mathcal{Y}$ be a countable chain with an upper bound in $\mathcal{Y}$; we will show that it has a supremum. (The argument for infima is analogous.) This is trivial if $Y$ has a maximum element, so suppose not. Then there is a strictly increasing sequence $\left(y_{n}\right)_{n \in \mathbf{N}}$ in $Y$ that has no upper bound in $Y$. This sequence is trivially tight since $\Delta(\Omega)$ is a compact metric space, so has a weakly convergent subsequence $\left(y_{n_{k}}\right)_{k \in \mathbf{N}}$ by Prokhorov's theorem; ${ }^{4}$ call the limit $y^{\star}$. Then by the monotone convergence theorem for real numbers and the definition of weak convergence, we have for every for every continuous (hence bounded) and convex $v: \Delta(\Omega) \rightarrow \mathbf{R}$ that

$$
\sup _{y \in Y} \int_{\Delta(\Omega)} v \mathrm{~d} y=\lim _{k \rightarrow \infty} \int_{\Delta(\Omega)} v \mathrm{~d} y_{n_{k}}=\int_{\Delta(\Omega)} v \mathrm{~d} y^{\star},
$$

which is to say that $y^{\star}$ is the supremum of $Y$.
For chain-separability, it suffices by Lemma S. 1 to identify a strictly increasing function $\mathcal{Y} \rightarrow \mathbf{R}$. Let $v$ be any strictly convex function $\Delta(\Omega) \rightarrow \mathbf{R},{ }^{5}$ and define $\phi: \mathcal{Y} \rightarrow \mathbf{R}$ by $\phi(y):=\int_{\Delta(\Omega)} v \mathrm{~d} y$. Take $y<y^{\prime}$ in $\mathcal{Y}$; we must show that $\phi(y)<\phi\left(y^{\prime}\right)$. By a standard embedding theorem (e.g., Theorem 7.A. 1 in Shaked and Shanthikumar (2007)), there exists a probability space on which there are random vectors $X, X^{\prime}$ with respective laws $y, y^{\prime}$ such that $\mathbf{E}\left(X^{\prime} \mid X\right)=X$ a.s. and $X \neq X^{\prime}$ with positive probability. Thus

$$
\phi\left(y^{\prime}\right)=\mathbf{E}\left(v\left(X^{\prime}\right)\right)=\mathbf{E}\left(\mathbf{E}\left[v\left(X^{\prime}\right) \mid X\right]\right)>\mathbf{E}\left(v\left(\mathbf{E}\left[X^{\prime} \mid X\right]\right)\right)=\mathbf{E}(v(X))=\phi(y)
$$

by Jensen's inequality.
Q.E.D.

Proof of Proposition S.1(e): Write $\mathcal{Y}$ for the open intervals of $(0,1) . \mathcal{Y}$ is order-dense-in-itself since if $(a, b) \subsetneq\left(a^{\prime \prime}, b^{\prime \prime}\right)$ then $\left(a^{\prime}, b^{\prime}\right):=\left(\left[a+a^{\prime \prime}\right] / 2,\left[b+b^{\prime \prime}\right] / 2\right)$ is an open interval (lives in $\mathcal{Y}$ ) and satisfies $(a, b) \subsetneq\left(a^{\prime}, b^{\prime}\right) \subsetneq\left(a^{\prime \prime}, b^{\prime \prime}\right)$.

For countable chain-completeness, we must show that every countable chain has an infimum and supremum. So take a countable chain $Y \subseteq \mathcal{Y}$, define $y^{\star}:=\bigcup_{y \in Y} y$, and let $y_{\star}$ be the interior of $\bigcap_{y \in Y} y$. Both are open intervals, so live in $\mathcal{Y}$. Clearly $y \subseteq y^{\star} \subseteq y^{+}$for any $y \in Y$ and any set $y^{+}$containing every member of $Y$, so $y^{\star}$ is the supremum of $Y$. Similarly, $y_{\star} \subseteq \bigcap_{y^{\prime} \in Y} y^{\prime} \subseteq y$ for any $y \in Y$, and $y_{-} \subseteq y_{\star}$ for any open set $y_{-}$contained in every member of $Y$ since $y_{\star}$ is by definition the $\subseteq$-largest open set contained in $\bigcap_{y \in Y} y$.

For chain-separability, define $\phi: \mathcal{Y} \rightarrow \mathbf{R}$ by $\phi((a, b)):=b-a$. It is clearly strictly increasing, giving us chain-separability by Lemma S.1.
Q.E.D.

## S.3. PROOF OF THE APPROXIMATION LEMMA (APPENDIX B.1.2)

Let $Y:[0,1] \rightarrow \mathcal{Y}$ be increasing. Then $Y([0,1])$ is a chain. The result is trivial if $Y([0,1])$ is a singleton, so suppose not.

[^2]We will first show (steps 1-3) that $Y([0,1])$ may be embedded in a chain $\mathcal{C} \subseteq \mathcal{Y}$ with $\inf \mathcal{C}=Y(0)$ and $\sup \mathcal{C}=Y(1)$ that is order-dense-in-itself, order-complete, and orderseparable. We will then argue (step 4) that this chain $\mathcal{C}$ is order-isomorphic and homeomorphic to the unit interval, allowing us to treat $Y$ as a function $[0,1] \rightarrow[0,1]$.

Step 1: construction of $\mathcal{C}$. Write $\lesssim$ for the partial order on $\mathcal{Y}$. Define $\mathcal{Y}^{\prime}$ to be the set of all outcomes $y^{\prime} \in \mathcal{Y}$ that are $\lesssim$-comparable to every $y \in Y([0,1])$ and that satisfy $Y(0) \lesssim$ $y^{\prime} \lesssim Y(1)$.

We claim that $\mathcal{Y}^{\prime}$ is order-dense-in-itself. Suppose to the contrary that there are $y<y^{\prime \prime}$ in $\mathcal{Y}^{\prime}$ for which no $y^{\prime} \in \mathcal{Y}^{\prime}$ satisfies $y<y^{\prime}<y^{\prime \prime}$. Observe that by definition of $\mathcal{Y}^{\prime}$, any $x \in$ $Y([0,1])$ must be comparable to both $y$ and $y^{\prime \prime}$, so that

$$
\left\{x \in Y([0,1]): x \lesssim y \text { or } y^{\prime \prime} \lesssim x\right\}=Y([0,1])
$$

Since it is order-dense-in-itself, the grand space $\mathcal{Y}$ does contain an outcome $y^{\prime}$ such that $y<y^{\prime}<y^{\prime \prime}$. Since $\lesssim$ is transitive (being a partial order), it follows that $y^{\prime}$ is comparable to every element of

$$
\left\{x \in \mathcal{Y}: x \lesssim y \text { or } y^{\prime \prime} \lesssim x\right\} \supseteq\left\{x \in Y([0,1]): x \lesssim y \text { or } y^{\prime \prime} \lesssim x\right\}=Y([0,1])
$$

But then $y^{\prime}$ lies in $\mathcal{Y}^{\prime}$ by definition of the latter-a contradiction.
Clearly $Y(1)$ is an upper bound of any chain in $\mathcal{Y}^{\prime}$. It follows by the Hausdorff maximality principle (which is equivalent to the Axiom of Choice) that there is a chain $\mathcal{C} \subseteq \mathcal{Y}^{\prime}$ that is maximal with respect to set inclusion. (That is, $\mathcal{C} \cup\{y\}$ fails to be a chain for every $y \in \mathcal{Y}^{\prime} \backslash \mathcal{C}$.)

Step 2: easy properties of $\mathcal{C}$. By definition of $\mathcal{Y}^{\prime}$, any maximal chain in $\mathcal{Y}^{\prime}$ (in particular, $\mathcal{C})$ contains $Y([0,1])$ and has infimum $Y(0)$ and supremum $Y(1)$.

To see that $\mathcal{C}$ is order-dense-in-itself, assume toward a contradiction that there are $c<$ $c^{\prime \prime}$ for which no $c^{\prime} \in \mathcal{C}$ satisfies $c<c^{\prime}<c^{\prime \prime}$, so that (since $\mathcal{C}$ is a chain)

$$
\left\{c^{\prime} \in \mathcal{C}: c^{\prime} \lesssim c\right\} \cup\left\{c^{\prime} \in \mathcal{C}: c^{\prime \prime} \lesssim c^{\prime}\right\}=\mathcal{C}
$$

Because $\mathcal{Y}^{\prime}$ is order-dense-in-itself, there is a $y^{\prime} \in \mathcal{Y}^{\prime} \backslash \mathcal{C}$ with $c<y^{\prime}<c^{\prime \prime}$. It follows by transitivity of $\lesssim$ that $y^{\prime}$ is comparable to every element of

$$
\left\{c^{\prime} \in \mathcal{C}: c^{\prime} \lesssim c\right\} \cup\left\{c^{\prime} \in \mathcal{C}: c^{\prime \prime} \lesssim c^{\prime}\right\}=\mathcal{C}
$$

But then $\mathcal{C} \cup\left\{y^{\prime}\right\}$ is a chain in $\mathcal{Y}^{\prime}$, contradicting the maximality of $\mathcal{C}$.
To establish that $\mathcal{C}$ is order-separable, we must find a countable order-dense subset of $\mathcal{C}$. Because the grand space $\mathcal{Y}$ is chain-separable, it contains a countable set $\mathcal{K}$ that is order-dense in $\mathcal{C}$. Since $\mathcal{C}$ is a chain contained in

$$
\{y \in \mathcal{Y}: Y(0) \lesssim y \lesssim Y(1)\}
$$

we may assume without loss of generality that every $k \in \mathcal{K}$ satisfies $Y(0) \lesssim k \lesssim Y(1)$ and is comparable to every element of $\mathcal{C}$. It follows that $\mathcal{K}$ is contained in $\mathcal{Y}^{\prime}$ (by definition of the latter). We claim that $\mathcal{K}$ is contained in $\mathcal{C}$. Suppose to the contrary that there is a $k \in \mathcal{K}$ that does not lie in $\mathcal{C}$; then $\mathcal{C} \cup\{k\}$ is a chain in $\mathcal{Y}^{\prime}$, which is absurd since $\mathcal{C}$ is maximal.

Step 3: order-completeness of $\mathcal{C}$. Since every subset of $\mathcal{C}$ has a lower and an upper bound (namely $Y(0)$ and $Y(1)$, respectively), what must be shown is that every subset of the
chain $\mathcal{C}$ has an infimum and a supremum in $\mathcal{C}$. To that end, take any subset $\mathcal{C}^{\prime}$ of $\mathcal{C}$, necessarily a chain.

We will first ( $\operatorname{step} 3(\mathrm{a})$ ) show that if $\inf \mathcal{C}^{\prime}$ exists in $\mathcal{Y}$, then it must lie in $\mathcal{C}$. We will then (step 3(b)) construct a countable chain $\mathcal{C}^{\prime \prime \prime} \subseteq \mathcal{C}^{\prime}$, for which inf $\mathcal{C}^{\prime \prime \prime}$ exists in $\mathcal{Y}$ by countablechain completeness of $\mathcal{Y}$, and show that it is also the infimum in $\mathcal{Y}$ of $\mathcal{C}^{\prime}$. We omit the analogous arguments for $\sup \mathcal{C}^{\prime}$.

Step $3(a): \inf \mathcal{C}^{\prime} \in \mathcal{C}$ if the former exists in $\mathcal{Y}$. Suppose that $\inf \mathcal{C}^{\prime}$ exists in $\mathcal{Y}$. We claim that it lies in $\mathcal{Y}^{\prime}$, meaning that $Y(0) \lesssim \inf \mathcal{C}^{\prime} \lesssim Y(1)$ and that $\inf \mathcal{C}^{\prime}$ is comparable to every $y \in Y([0,1])$. The former condition is clearly satisfied. For the latter, since inf $\mathcal{C}^{\prime}$ is a lower bound of $\mathcal{C}^{\prime}$, transitivity of $\lesssim$ ensures that it is comparable to every $y \in Y([0,1])$ such that $c^{\prime} \lesssim y$ for some $c^{\prime} \in \mathcal{C}^{\prime}$. To see that $\inf \mathcal{C}^{\prime}$ is also comparable to every $y \in Y([0,1])$ with $y<c^{\prime}$ for every $c^{\prime} \in \mathcal{C}^{\prime}$, note that any such $y$ is a lower bound of $\mathcal{C}^{\prime}$. Since $\inf \mathcal{C}^{\prime}$ is the greatest lower bound, we must have $y \lesssim \inf \mathcal{C}^{\prime}$, showing that $\inf \mathcal{C}^{\prime}$ is comparable to $y$.

Now to show that $\inf \mathcal{C}^{\prime}$ lies in $\mathcal{C}$, decompose the chain $\mathcal{C}$ as

$$
\begin{aligned}
\mathcal{C} & =\left\{c \in \mathcal{C}: c \lesssim c^{\prime} \text { for every } c^{\prime} \in \mathcal{C}^{\prime}\right\} \cup\left\{c \in \mathcal{C}: c^{\prime}<c \text { for some } c^{\prime} \in \mathcal{C}^{\prime}\right\} \\
& =\left\{c \in \mathcal{C}: c \lesssim \inf \mathcal{C}^{\prime}\right\} \cup\left\{c \in \mathcal{C}: \inf \mathcal{C}^{\prime}<c\right\} .
\end{aligned}
$$

Clearly $\inf \mathcal{C}^{\prime}$ is comparable to every element of $\mathcal{C}$, and we showed that it lies in $\mathcal{Y}^{\prime}$. Thus $\mathcal{C} \cup\left\{\inf \mathcal{C}^{\prime}\right\}$ is a chain in $\mathcal{Y}^{\prime}$, which by maximality of $\mathcal{C}$ requires that $\inf \mathcal{C}^{\prime} \in \mathcal{C}$.

Step $3(b)$ : $\inf \mathcal{C}^{\prime}$ exists in $\mathcal{Y}$. By essentially the same construction as we used to embed $Y([0,1])$ in $\mathcal{Y}^{\prime}$ in step $1, \mathcal{C}^{\prime}$ may be embedded in a chain $\mathcal{C}^{\prime \prime} \subseteq \mathcal{C}$ that is order-dense-initself such that for every $c^{\prime \prime} \in \mathcal{C}^{\prime \prime}$, we have $c_{-}^{\prime} \lesssim c^{\prime \prime} \lesssim c_{+}^{\prime}$ for some $c_{-}^{\prime}, c_{+}^{\prime} \in \mathcal{C}^{\prime}$. By orderseparability of $\mathcal{C}, \mathcal{C}^{\prime \prime}$ has a countable order-dense subset $\mathcal{C}^{\prime \prime \prime}$, necessarily a chain. By countable chain-completeness of $\mathcal{Y}, \inf \mathcal{C}^{\prime \prime \prime}$ exists in $\mathcal{Y}$. We will show that it is the greatest lower bound of $\mathcal{C}^{\prime}$.

Observe that $\inf \mathcal{C}^{\prime \prime \prime}$ is a lower bound of $\mathcal{C}^{\prime \prime}$ since $\mathcal{C}^{\prime \prime \prime}$ is order-dense in $\mathcal{C}^{\prime \prime}$. There can be no greater lower bound of $\mathcal{C}^{\prime \prime}$ since $\mathcal{C}^{\prime \prime \prime} \subseteq \mathcal{C}^{\prime \prime}$. Thus $\inf \mathcal{C}^{\prime \prime}$ exists in $\mathcal{Y}$ and equals inf $\mathcal{C}^{\prime \prime \prime}$.

Since $\inf \mathcal{C}^{\prime \prime}$ is a lower bound of $\mathcal{C}^{\prime \prime} \supseteq \mathcal{C}^{\prime}$, it is a lower bound of $\mathcal{C}^{\prime}$. On the other hand, by construction of $\mathcal{C}^{\prime \prime}$, we may find for every $c^{\prime \prime} \in \mathcal{C}^{\prime \prime}$ a $c^{\prime} \in \mathcal{C}^{\prime}$ such that $c^{\prime} \lesssim c^{\prime \prime}$, so there cannot be a greater lower bound of $\mathcal{C}^{\prime}$. Thus $\inf \mathcal{C}^{\prime \prime}$ is the greatest lower bound of $\mathcal{C}^{\prime}$ in $\mathcal{Y}$.

Step 4: identification of $\mathcal{C}$ with $[0,1]$. Since $\mathcal{C}$ is an order-separable chain, it is orderisomorphic to a subset $\mathcal{S}$ of $\mathbf{R}$ (see, e.g., Theorem 24 in Birkhoff (1967, p. 200)). It follows that $\mathcal{C}$ with the order topology is homeomorphic to $\mathcal{S}$ with its order topology.

The set $\mathcal{S}$ is dense in an interval $\mathcal{S}^{\prime} \supseteq \mathcal{S}$ since $\mathcal{S}$ is order-dense-in-itself (because $\mathcal{C}$ is). The interval $\mathcal{S}^{\prime}$ must be closed and bounded since it contains its infimum and supremum (because $\mathcal{C}$ contains $Y(0)$ and $Y(1)$ ). Since $\mathcal{S}$ is order-complete (because $\mathcal{C}$ is), it must coincide with its closure, so that $\mathcal{S}^{\prime}=\mathcal{S}$. Finally, $\mathcal{S}$ is a proper interval since $\mathcal{C}$ is neither empty nor a singleton. In sum, we may identify $\mathcal{C}$ with a closed and bounded proper interval of $\mathbf{R}$-without loss of generality, the unit interval $[0,1]$.

We may therefore treat $Y$ as an increasing function $[0,1] \rightarrow[0,1]$. With this simplification, it is straightforward to construct a sequence $\left(Y_{n}\right)_{n \in \mathrm{~N}}$ with the desired properties; we omit the details.
Q.E.D.

## S.4. PREFERENCE REGULARITY IN SELLING INFORMATION (§4.4)

In this Appendix, we show that the joint continuity part of preference regularity is satisfied in §4.4. We require two lemmata.

Lemma S.2: Let $\mathcal{Y}$ be the set of Borel probability distributions with mean $\mu_{0}$, equipped with the Blackwell informativeness order (as in §4.4). Give $\mathcal{Y}$ the order topology, and let $\mathcal{C} \subseteq \mathcal{Y}$ be a chain. If a sequence $\left(y_{n}\right)_{n \in \mathbf{N}}$ in $\mathcal{C}$ converges to $y \in \mathcal{C}$ in the relative topology on $\mathcal{C}$, then

$$
\sup _{\substack{v^{+}, v^{-}: \Delta(\Omega) \rightarrow \mathbf{R} \\ \text { continuous convex } \\ \text { s.t. }\left|v^{+}-v^{-}\right| \leq 1}}\left|\int_{\Delta(\Omega)}\left(v^{+}-v^{-}\right) \mathrm{d}\left(y_{n}-y\right)\right| \rightarrow 0 \quad \text { as } n \rightarrow \infty
$$

Corollary S.1: Under the same hypotheses,

$$
\sup _{\substack{v: \Delta(\Omega) \rightarrow[-1,1] \\ \text { continuous convex }}}\left|\int_{\Delta(\Omega)} v \mathrm{~d}\left(y_{n}-y\right)\right| \rightarrow 0 \quad \text { as } n \rightarrow \infty
$$

Proof of Lemma S.2: Define $d: \mathcal{Y} \times \mathcal{Y} \rightarrow \mathbf{R}_{+}$by

$$
d\left(y, y^{\prime}\right):=\sup _{\substack{v^{+}, v^{-}:(\Omega) \rightarrow \mathbf{R} \\ \text { continuus convex } \\ \text { s.t. } t v^{+}-v^{-} \mid \leq 1}}\left|\int_{\Delta(\Omega)}\left(v^{+}-v^{-}\right) \mathrm{d}\left(y-y^{\prime}\right)\right|
$$

( $d$ is in fact a metric on $\mathcal{Y}$.) Let $\left(y_{n}\right)_{n \in \mathbf{N}}$ be a sequence in $\mathcal{C}$ that converges to some $y \in \mathcal{C}$ in the relative topology on $\mathcal{C}$ inherited from the order topology on $\mathcal{Y}$; we will show that $d\left(y_{n}, y\right)$ vanishes as $n \rightarrow \infty$.

Let $B_{\varepsilon}:=\left\{y^{\prime} \in \mathcal{Y}: d\left(y, y^{\prime}\right)<\varepsilon\right\}$ denote the open $d$-ball of radius $\varepsilon>0$ around $y$. Call $I \subseteq \mathcal{Y}$ an open order interval iff either (1) $I=\left\{y^{\prime} \in \mathcal{Y}: y^{\prime}<y^{+}\right\}$for some $y^{+} \in \mathcal{Y}$, or (2) $I=\left\{y^{\prime} \in \mathcal{Y}: y^{-}<y^{\prime}\right\}$ for some $y^{-} \in \mathcal{Y}$, or (3) $I=\left\{y^{\prime} \in \mathcal{Y}: y^{-}<y^{\prime}<y^{+}\right\}$for some $y^{-}<y^{+}$ in $\mathcal{Y}$. Open order intervals are obviously open in the order topology on $\mathcal{Y}$.

It suffices to show that for every $\varepsilon>0$, there is an open order interval $I_{\varepsilon} \subseteq \mathcal{Y}$ such that $y \in I_{\varepsilon} \subseteq B_{\varepsilon}$. For then given any $\varepsilon>0$, we know that $y_{n}$ lies in $I_{\varepsilon} \cap \mathcal{C} \subseteq B_{\varepsilon}$ for all sufficiently large $n \in \mathbf{N}$ because (in the relative topology on $\mathcal{C}$ ) $I_{\varepsilon} \cap \mathcal{C}$ is an open set containing $y$ and $y_{n} \rightarrow y$. And this clearly implies that $d\left(y_{n}, y\right)$ vanishes as $n \rightarrow \infty$.

So fix an $\varepsilon>0$; we will construct an open order interval $I \subseteq \mathcal{Y}$ such that $y \in I \subseteq B_{\varepsilon}$. There are three cases.

Case 1: $y^{\prime}<y$ for no $y^{\prime} \in \mathcal{Y}$. Let $y^{++} \in \mathcal{Y}$ be such that $y<y^{++}$. Define

$$
y^{+}:=(1-\varepsilon / 2) y+(\varepsilon / 2) y^{++} \in \mathcal{Y} \quad \text { and } \quad I:=\left\{y^{\prime} \in \mathcal{Y}: y^{\prime}<y^{+}\right\}
$$

We have $y<y^{+}$, and thus $y \in I$ since

$$
\int_{\Delta(\Omega)} v \mathrm{~d}\left(y^{+}-y\right)=\frac{\varepsilon}{2} \int_{\Delta(\Omega)} v \mathrm{~d}\left(y^{++}-y\right)
$$

is weakly (strictly) positive for every (some) continuous and convex $v: \Delta(\Omega) \rightarrow \mathbf{R}$ by $y<$ $y^{++}$. To establish that $I \subseteq B_{\varepsilon}$, it suffices to show that $d\left(y, y^{+}\right)<\varepsilon$, and this holds because

$$
d\left(y, y^{+}\right)=\frac{\varepsilon}{2} \sup _{\substack{v^{+}, v^{-}: \Delta(\Omega) \rightarrow \mathbf{R} \\ \text { continuousconvex } \\ \text { s.t. }\left|v^{+}-v^{-}\right| \leq 1}}\left|\int_{\Delta(\Omega)}\left(v^{+}-v^{-}\right) \mathrm{d}\left(y-y^{\prime}\right)\right| \leq \frac{\varepsilon}{2}<\varepsilon
$$

Case 2: $y<y^{\prime}$ for no $y^{\prime} \in \mathcal{Y}$. This case is analogous to the first: choose a $y^{--} \in \mathcal{Y}$ such that $y^{--}<y$, and let

$$
y^{-}:=(1-\varepsilon / 2) y+(\varepsilon / 2) y^{--} \quad \text { and } \quad I:=\left\{y^{\prime} \in \mathcal{Y}: y^{-}<y^{\prime}\right\} .
$$

The same arguments as in Case 1 yield $y \in I \subseteq B_{\varepsilon}$.
Case 3: $y^{\prime}<y<y^{\prime \prime}$ for some $y^{\prime}, y^{\prime \prime} \in \mathcal{Y}$. Define $y^{+}$as in Case 1 and $y^{-}$as in Case 2, and let $I:=\left\{y^{\prime} \in \mathcal{Y}: y^{-}<y^{\prime}<y^{+}\right\}$. We have $y \in I \subseteq B_{\varepsilon}$ by the same arguments as in Cases 1 and 2 .
Q.E.D.

LEMMA S.3: For any continuous function $c: \Delta(\Omega) \rightarrow \mathbf{R}$ and any $\varepsilon>0$, there are continuous convex $w^{+}, w^{-}: \Delta(\Omega) \rightarrow \mathbf{R}$ such that $w:=w^{+}-w^{-}$satisfies $\sup _{\mu \in \Delta(\Omega)} \mid c(\mu)-$ $w(\mu) \mid<\varepsilon$.

Proof: Write $\mathcal{W}$ for the space of functions $\Delta(\Omega) \rightarrow \mathbf{R}$ that can be written as the difference of continuous convex functions. Since the sum of convex functions is convex, $\mathcal{W}$ is a vector space. It is furthermore closed under pointwise multiplication (Hartman (1959, p. 708)), and thus an algebra. Clearly $\mathcal{W}$ contains the constant functions, and it separates points in the sense that for any distinct $\mu, \mu^{\prime} \in \Delta(\Omega)$ there is a $w \in \mathcal{W}$ with $w(\mu) \neq w\left(\mu^{\prime}\right)$. It follows by the Stone-Weierstrass theorem ${ }^{6}$ that $\mathcal{W}$ is dense in the space of continuous functions $\Delta(\Omega) \rightarrow \mathbf{R}$ when the latter has the sup metric.
Q.E.D.

With the lemmata in hand, we can verify the continuity hypothesis.
Proposition S.2: Consider the setting in §4.4. Let $\mathcal{C} \subseteq \mathcal{Y}$ be a chain, and equip it with the relative topology inherited from the order topology on $\mathcal{Y}$. Then $f$ is (jointly) continuous on $\mathcal{C} \times \mathbf{R} \times[0,1]$.

PROOF: Fix a chain $\mathcal{C} \subseteq \mathcal{Y}$, and equip it with the relative topology on $\mathcal{C}$ induced by the order topology on $\mathcal{Y}$. Define $h: \mathcal{C} \times[0,1] \rightarrow \mathbf{R}$ by $h(y, t):=\int_{\Delta(\Omega)} V(\mu, t) y(\mathrm{~d} \mu)$, so that $f(y, p, t)=g(h(y, t), p)$. Since $g$ is jointly continuous, we need only show that $h$ is jointly continuous.

It suffices to prove that $h(\cdot, 0)$ is continuous and that $\left\{h_{2}(\cdot, t)\right\}_{t \in[0,1]}$ is equicontinuous. ${ }^{7}$ To see why, take $(y, t)$ and $\left(y^{\prime}, t^{\prime}\right)$ in $\mathcal{C} \times[0,1]$ with (wlog) $t \leq t^{\prime}$, and apply Lebesgue's fundamental theorem of calculus to obtain

$$
\begin{aligned}
\left|h\left(y^{\prime}, t^{\prime}\right)-h(y, t)\right| & =\left|h\left(y^{\prime}, 0\right)+\int_{0}^{t^{\prime}} h_{2}\left(y^{\prime}, s\right) \mathrm{d} s-h(y, 0)-\int_{0}^{t} h_{2}(y, s) \mathrm{d} s\right| \\
& \leq\left|h\left(y^{\prime}, 0\right)-h(y, 0)\right|+\int_{0}^{t}\left|h_{2}\left(y^{\prime}, s\right)-h_{2}(y, s)\right| \mathrm{d} s+\int_{t}^{t^{\prime}}\left|h_{2}\left(y^{\prime}, s\right)\right| \mathrm{d} s .
\end{aligned}
$$

Given continuity of $h(\cdot, 0)$ (equicontinuity of $\left\{h_{2}(\cdot, s)\right\}_{s \in[0,1]}$ ), the first term (second term) can be made arbitrarily small by taking $y$ and $y^{\prime}$ sufficiently close (formally, choosing $y^{\prime}$ in

[^3]a neighborhood of $y$ that is small in the sense of set inclusion). By boundedness of $h_{2}$, the third term can similarly be made small by choosing $t$ and $t^{\prime}$ close.

So, take a sequence $\left(y_{n}\right)_{n \in \mathbf{N}}$ in $\mathcal{C}$ converging to some $y \in \mathcal{C}$; we must show that

$$
\left|h\left(y_{n}, 0\right)-h(y, 0)\right| \quad \text { and } \quad \sup _{t \in[0,1]}\left|h_{2}\left(y_{n}, t\right)-h_{2}(y, t)\right|
$$

both vanish as $n \rightarrow \infty$. The former is easy: since $V(\cdot, 0)$ is continuous (hence bounded) and convex, we have

$$
\begin{aligned}
\left|h\left(y_{n}, 0\right)-h(y, 0)\right| & =\left|\int_{\Delta(\Omega)} V(\cdot, 0) \mathrm{d}\left(y_{n}-y\right)\right| \\
& \leq\left(\sup _{\mu \in \Delta(\Omega)}|V(\mu, 0)|\right) \times \sup _{\substack{v: \Delta(\Omega) \rightarrow[-1,1] \\
\text { continuous convex }}}\left|\int_{\Delta(\Omega)} v \mathrm{~d}\left(y_{n}-y\right)\right|
\end{aligned}
$$

for every $n \in \mathbf{N}$, and the right-hand side vanishes as $n \rightarrow \infty$ by Corollary S.1.
For the latter, fix an $\varepsilon>0$; we seek an $N \in \mathbf{N}$ such that

$$
\left|h_{2}\left(y_{n}, t\right)-h_{2}(y, t)\right|<\varepsilon \quad \text { for all } t \in[0,1] \text { and } n \geq N .
$$

For each $t \in[0,1]$, since $V_{2}(\cdot, t)$ is continuous, Lemma S. 3 permits us to choose continuous and convex functions $w_{t}^{+}, w_{t}^{-}: \Delta(\Omega) \rightarrow \mathbf{R}$ such that $w_{t}:=w_{t}^{+}-w_{t}^{-}$is uniformly $\varepsilon / 3$-close to $V_{2}(\cdot, t)$. Write $K$ for the constant bounding $V_{2}$, and observe that $\left\{w_{t}\right\}_{t \in[0,1]}$ is uniformly bounded by $K^{\prime}:=K+\varepsilon / 3$. By Lemma S.2, there is an $N \in \mathbf{N}$ such that

$$
\sup _{\substack{v^{+}, v^{-}: \Delta(\Omega) \rightarrow \mathbf{R} \\ \text { continousconvex } \\ \text { s.t. }\left|v^{+}-v^{\circ}\right| \leq 1}}\left|\int_{\Delta(\Omega)}\left(v^{+}-v^{-}\right) \mathrm{d}\left(y_{n}-y\right)\right|<\varepsilon / 3 K^{\prime} \quad \text { for all } n \geq N,
$$

and thus

$$
\sup _{t \in[0,1]}\left|\int_{\Delta(\Omega)} w_{t} \mathrm{~d}\left(y_{n}-y\right)\right| \leq K^{\prime} \times \varepsilon / 3 K^{\prime}=\varepsilon / 3 \quad \text { for } n \geq N .
$$

Hence for every $t \in[0,1]$ and $n \geq N$, we have

$$
\begin{aligned}
\left|h_{2}\left(y_{n}, t\right)-h_{2}(y, t)\right| & =\left|\int_{\Delta(\Omega)} V_{2}(\cdot, t) \mathrm{d}\left(y_{n}-y\right)\right| \\
& \leq\left|\int_{\Delta(\Omega)} w_{t} \mathrm{~d}\left(y_{n}-y\right)\right|+\left|\int_{\Delta(\Omega)}\left[V_{2}(\cdot, t)-w_{t}\right] \mathrm{d}\left(y_{n}-y\right)\right| \\
& \leq\left|\int_{\Delta(\Omega)} w_{t} \mathrm{~d}\left(y_{n}-y\right)\right|+2 \sup _{\mu \in \Delta(\Omega)}\left|V_{2}(\mu, t)-w_{t}(\mu)\right| \\
& \leq \varepsilon / 3+2 \varepsilon / 3=\varepsilon
\end{aligned}
$$

as desired.
Q.E.D.

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    ${ }^{1}$ In the quasilinear case, such a $P$ is given explicitly by $P(t):=h(Y(t), t)-\int_{0}^{t} h_{2}(Y(s), s) \mathrm{d} s$, obviating the need to invoke the existence lemma in Appendix B.1.1.
    ${ }^{2}$ This is easily shown, and does not depend on exactly how "single-crossing" is formalized.
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[^1]:    ${ }^{3}$ A proof that this is a partial order (in particular, antisymmetric) may be found in Müller (1997, Theorem 5.2).

[^2]:    ${ }^{4}$ For example, Theorem 5.1 in Billingsley (1999).
    ${ }^{5}$ For example, the $\mathcal{L}^{2}$ norm $\|\cdot\|_{2}$, which is strictly convex on $\Delta(\Omega)$ by Minkowski's inequality.

[^3]:    ${ }^{6}$ See, for example, Folland (1999, Theorem 4.45).
    ${ }^{7}$ A detail: equicontinuity is a property of functions on a uniformisable topological space. To see that $\mathcal{C}$ is uniformisable, we need only convince ourselves that the relative topology on $\mathcal{C}$ inherited from the order topology on $\mathcal{Y}$ is completely regular. This topology is obviously finer than the order topology on $\mathcal{C}$, so it suffices to show that the latter is completely regular. And that is (a consequence of) a standard result; see, for example, Cater (2006).

