

Set  $L(x) = \frac{1}{2}x^2$  and  $g(q) = \mathbf{1}_{0 \leq q \leq 1}$ . Fix  $\bar{\epsilon} > 0$ , and  $I \in C[0, 1]$ , where  $I > 0$  on  $[0, 1]$ . Action functions are maps from *received messages* to actions:  $\tilde{m} \mapsto a(\tilde{m})$ . Message functions are maps from states to *sent messages*:  $q \mapsto m(q)$ . Sent messages may be no smaller than  $\underline{m}$  and no larger than  $\bar{m}$ , where  $\bar{m} - \underline{m} > 2\bar{\epsilon}$ . Sent and received messages are related by the identity  $\tilde{m} = m(q) + e$ , where  $e$  is uniformly distributed on  $[-\bar{\epsilon}, \bar{\epsilon}]$ .  $q$  is known to the sender, but not the receiver;  $e$  is known to neither the sender, nor the receiver.

**Definition 1.** A map  $a : [\underline{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon}] \rightarrow \mathbb{R}$  is an action function if it is weakly increasing.

Message functions are similarly defined, but with the additional requirement that they satisfy certain boundary conditions.

**Definition 2.** A map  $m : [0, 1] \rightarrow [\underline{m}, \bar{m}]$  is a message function if it is weakly increasing, and if  $m(0) = \underline{m}$  and  $m(1) = \bar{m}$ .

The boundary conditions  $m(0) = \underline{m}$  and  $m(1) = \bar{m}$  are made to guarantee the uniqueness of an equilibrium. Note that the receiver's action has domain  $[\underline{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon}]$ . The sender's message has codomain  $[\underline{m}, \bar{m}]$ , but it is corrupted by noise. Although a *sent* message may be no smaller than  $\underline{m}$ , and no larger than  $\bar{m}$ , a *received* message may be as small as  $\underline{m} - \bar{\epsilon}$ , or as large as  $\bar{m} + \bar{\epsilon}$ . The receiver must choose an action in  $\mathbb{R}$  for messages less than  $\underline{m}$  or greater than  $\bar{m}$ . Since  $e$  is uniformly distributed on  $[-\bar{\epsilon}, \bar{\epsilon}]$ ,  $\tilde{m}$  has density

$$f(\tilde{m}) = \frac{1}{2\bar{\epsilon}} \mathbf{1}_{m(q) - \bar{\epsilon} \leq \tilde{m} \leq m(q) + \bar{\epsilon}}. \quad (1)$$

The sender's and receiver's payoffs are

$$S(a, m; q) = \int_{m(q) - \bar{\epsilon}}^{m(q) + \bar{\epsilon}} I(q) L(a(\tilde{m}) - q) f(\tilde{m}) d\tilde{m}, \text{ and} \quad (2)$$

$$R(a, m; \tilde{m}) = \int_0^1 I(q) L(a(\tilde{m}) - q) g(q | \tilde{m}) dq \quad (3)$$

respectively.

**Proposition 1** (Continuous and Strictly Increasing Message Functions). *There does not exist an equilibrium in which the message function is continuous and strictly increasing, and the receiver believes it to be so.*

*Proof.* By way of contradiction, let  $m$  be an equilibrium message function, and suppose that it is continuous and strictly increasing. Put  $\ell = m^{-1}$ . Since  $m$  is continuous and strictly increasing, so too is  $\ell$ . Moreover,  $\ell(\underline{m}) = 0$  and  $\ell(\bar{m}) = 1$ . Define

$$\bar{q}(\tilde{m}) = \ell(\min\{\tilde{m} + \bar{\epsilon}, \bar{m}\}), \text{ and} \quad (4)$$

$$\underline{q}(\tilde{m}) = \ell(\max\{\tilde{m} - \bar{\epsilon}, \underline{m}\}). \quad (5)$$

Given a received message  $\tilde{m}$ ,  $\bar{q}(\tilde{m})$  is the *largest* possible state that could have resulted in  $\tilde{m}$ , while  $\underline{q}(\tilde{m})$  is the *smallest* possible state that could have resulted in  $\tilde{m}$ . For  $\tilde{m} \in (\underline{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon})$ ,

$\bar{q}(\tilde{m}) > \underline{q}(\tilde{m})$ . Moreover,  $\bar{q}(\underline{m} - \bar{\epsilon}) = \underline{q}(\underline{m} - \bar{\epsilon})$ , and  $\bar{q}(\underline{m} + \bar{\epsilon}) = \underline{q}(\underline{m} + \bar{\epsilon})$ . As they will appear often, define

$$\underline{\mathcal{I}} := (\underline{m} - \bar{\epsilon}, \underline{m} + \bar{\epsilon}), \quad (6)$$

$$\mathcal{I} := (\underline{m} + \bar{\epsilon}, \bar{m} - \bar{\epsilon}), \text{ and} \quad (7)$$

$$\bar{\mathcal{I}} := (\bar{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon}). \quad (8)$$

On  $\underline{\mathcal{I}}$ ,  $\underline{q}' = 0$  and  $\bar{q}' > 0$ ; on  $\mathcal{I}$ ,  $\underline{q}' > 0$  and  $\bar{q}' > 0$ ; on  $\bar{\mathcal{I}}$ ,  $\underline{q}' > 0$  and  $\bar{q}' = 0$ . If  $\tilde{m} \in (\underline{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon})$ , then the receiver has beliefs,

$$g(q|\tilde{m}) = \frac{f(\tilde{m}|q)g(q)}{f(\tilde{m})} = \frac{\frac{1}{2\bar{\epsilon}} \mathbf{1}_{m(q) - \bar{\epsilon} \leq \tilde{m} \leq m(q) + \bar{\epsilon}} \cdot \mathbf{1}_{0 \leq q \leq 1}}{\int_{-\infty}^{\infty} \frac{1}{2\bar{\epsilon}} \mathbf{1}_{m(t) - \bar{\epsilon} \leq \tilde{m} \leq m(t) + \bar{\epsilon}} \cdot \mathbf{1}_{0 \leq t \leq 1} dt} = \frac{\mathbf{1}_{\underline{q}(\tilde{m}) \leq q \leq \bar{q}(\tilde{m})}}{\bar{q}(\tilde{m}) - \underline{q}(\tilde{m})}. \quad (9)$$

If she receives the message  $\underline{m} - \bar{\epsilon}$ , then she believes that the state is 0 almost surely, while if she receives the message  $\bar{m} + \bar{\epsilon}$ , then she believes that the state is 1 almost surely. Formally,  $g(q|\underline{m} - \bar{\epsilon}) = \delta(q - (\underline{m} - \bar{\epsilon}))$  and  $g(q|\bar{m} + \bar{\epsilon}) = \delta(q - (\bar{m} + \bar{\epsilon}))$ , where  $\delta(\bullet)$  is the Dirac delta function. Next, we compute the receiver's best response action function. If  $\tilde{m} \in (\underline{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon})$ , then  $R$  is strictly convex in its first argument:

$$R_{aa}(a, m; \tilde{m}) = \int_{\underline{q}(\tilde{m})}^{\bar{q}(\tilde{m})} \frac{I(q)L''(a(\tilde{m}) - q)dq}{\bar{q}(\tilde{m}) - \underline{q}(\tilde{m})} = \int_{\underline{q}(\tilde{m})}^{\bar{q}(\tilde{m})} \frac{I(q)dq}{\bar{q}(\tilde{m}) - \underline{q}(\tilde{m})} > 0. \quad (10)$$

The solution of the first-order condition is the unique minimizer:

$$0 = R_a(\tilde{m}, a, m) = \int_{\underline{q}(\tilde{m})}^{\bar{q}(\tilde{m})} \frac{I(q)L'(a(\tilde{m}) - q)dq}{\bar{q}(\tilde{m}) - \underline{q}(\tilde{m})} = \int_{\underline{q}(\tilde{m})}^{\bar{q}(\tilde{m})} \frac{I(q)(a(\tilde{m}) - q)dq}{\bar{q}(\tilde{m}) - \underline{q}(\tilde{m})}, \quad (11)$$

which implies that the receiver plays

$$a(\tilde{m}) = \left[ \int_{\underline{q}(\tilde{m})}^{\bar{q}(\tilde{m})} I(r)dr \right]^{-1} \left[ \int_{\underline{q}(\tilde{m})}^{\bar{q}(\tilde{m})} rI(r)dr \right]. \quad (12)$$

If she receives the message  $\tilde{m} - \bar{\epsilon}$ , then she believes that the state is 0 almost surely, in which case she plays  $a(\tilde{m} - \bar{\epsilon}) = 0$ . If she receives the message  $\tilde{m} + \bar{\epsilon}$ , then she believes that the state is 1 almost surely, in which case she plays  $a(\tilde{m} + \bar{\epsilon}) = 1$ . Since  $\underline{q}$  and  $\bar{q}$  are continuous, so too is  $a$ . On  $\underline{\mathcal{I}} \cup \mathcal{I} \cup \bar{\mathcal{I}}$ ,

$$a' = \left[ \int_{\underline{q}}^{\bar{q}} I(r)dr \right]^{-2} \left[ (\bar{q}'\bar{q}I(\bar{q}) - \underline{q}'\underline{q}I(\underline{q})) \int_{\underline{q}}^{\bar{q}} I(r)dr - (\bar{q}'I(\bar{q}) - \underline{q}'I(\underline{q})) \int_{\underline{q}}^{\bar{q}} rI(r)dr \right] \quad (13)$$

$$= \left[ \int_{\underline{q}}^{\bar{q}} I(r)dr \right]^{-2} \left[ \bar{q}'I(\bar{q}) \int_{\underline{q}}^{\bar{q}} (\bar{q} - r)dr + \underline{q}'I(\underline{q}) \int_{\underline{q}}^{\bar{q}} (r - \underline{q})dr \right] > 0. \quad (14)$$

$a$  is strictly increasing on  $\underline{\mathcal{I}} \cup \mathcal{I} \cup \overline{\mathcal{I}}$ , and since it is continuous on  $[\underline{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon}]$ , it is strictly increasing on  $[\underline{m} - \bar{\epsilon}, \bar{m} + \bar{\epsilon}]$ . Finally, we show that the sender has a profitable deviation. Define  $\bar{a}(m) := \frac{1}{2}(a(m + \bar{\epsilon}) + a(m - \bar{\epsilon}))$ . Fix  $q \in [0, \bar{a}(\underline{m})]$  and define

$$r_1(m) := a(m + \bar{\epsilon}) - a(m - \bar{\epsilon}), \text{ and} \quad (15)$$

$$r_2(m) := \bar{a}(m) - q. \quad (16)$$

Note that  $r_2(\underline{m}) > 0$ . Since  $a$  is strictly increasing,  $r_1$  is strictly positive, and  $r_2$  is strictly increasing. Observe that

$$S_{m(q)}(a, m; q) = L(a(m + \bar{\epsilon}) - q) - L(a(m - \bar{\epsilon}) - q) \quad (17)$$

$$= \frac{1}{2}(a(m + \bar{\epsilon}) - q)^2 - \frac{1}{2}(a(m - \bar{\epsilon}) - q)^2 \quad (18)$$

$$= \frac{1}{2}(a(m + \bar{\epsilon}) - a(m - \bar{\epsilon}))(a(m + \bar{\epsilon}) + a(m - \bar{\epsilon}) - 2q) \quad (19)$$

$$= (a(m + \bar{\epsilon}) - a(m - \bar{\epsilon}))(\frac{1}{2}(a(m + \bar{\epsilon}) + a(m - \bar{\epsilon})) - q) \quad (20)$$

$$= r_1(m)r_2(m). \quad (21)$$

Since  $r_2(\underline{m}) > 0$  and  $r_2$  is strictly increasing,  $r_2 > 0$  on  $[\underline{m}, \bar{m}]$ , and hence  $S_{m(q)} > 0$  on  $[\underline{m}, \bar{m}]$ . The sender finds  $m^*(q) = \underline{m}$  optimal. The message function obtained cannot be the equilibrium message function, since  $m$  is strictly increasing, and  $m^*$  is not. Therefore,  $m^*$  is a profitable deviation for the sender, contradicting the assumption that  $m$  is an equilibrium message function.  $\blacksquare$

The above proof suggests that a continuous and strictly increasing message function could be rectified by taking  $\bar{m} \rightarrow \infty$  and  $\underline{m} \rightarrow -\infty$ . This is not the case. One obtains  $\ell(q) = \frac{1}{2}$  for  $q \in (0, 1)$ , which is also constant.