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Wing-Keung Wong
David Yeung
Richard Lu

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HSS-04-90A
Tel: +65 67906073
Email: D-EGC@ntu.edu.sg

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The mean-variance rule for investors with reverse S-shaped utility

Wing-Keung Wong*

Department of Finance, Fintech Center, and Big Data Research Center,
Asia University

Department of Medical Research, China Medical University Hospital

Department of Economics and Finance, Hang Seng University of Hong Kong

David Yeung

SRS Consortium for Advanced Study, Shue Yan University, Hong Kong

Center of Game Theory, St Petersburg State University

Department of Finance, Asia University, Taiwan

Richard Lu[†]

Department of Risk Management and Insurance, Feng Chia University

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Abstract:

Our paper contributes to the literature by developing the theory of the mean-variance (MV) rules for investors with reverse S-shaped utility. To do so, we first introduce the definition of the MV rule for investors with reverse S-shaped utility. We then set up the conjecture on the preference for different prospects by using the new MV rule that they could get a higher expected utility for the preferred asset under some conditions. Thereafter, we look for the conditions that the conjecture could hold and construct a theorem for this purpose by showing that when the negative (positive) parts of the assets follow one (another) type of location-scale family or the linear combination of location-scale families, then the preferences of the assets is the same as those by using an expected utility for the investors with reverse S-shaped utility. We then extend the theory by developing some properties of portfolio diversification by using the new MV rule. The theory developed in our paper enables academics and practitioners to apply the theory developed in this paper to analyze some important empirical issues and draw inferences on the preferences of investors with reverse S-shaped utility.

Keywords: Stochastic dominance, the mean-variance rules, expected-utility maximization, risk aversion, risk seeking, investment behaviors, investors with reverse S-shaped utility.

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[†]Corresponding author: Email: rclu@fcu.edu.tw

1 Introduction

Lehmann (1951, 1952, 1955), Quirk and Saposnik (1962), Hadar and Russell (1969), Hanoch and Levy (1969), and others first develop the theory of stochastic dominance (SD) for risk averters while Markowitz (1952), Jean (1975) and others compare the moments with the SD rankings for risk averters. In addition, Hammond (1974), Hershey and Schoemaker (1980), Stoyan and Daley (1983), Myagkov and Plott (1997), Li and Wong (1999), Wong and Li (1999), Anderson (2004), Post and Levy (2005), Wong (2006, 2007), Sriboonchitta, *et al.* (2009), Levy (2015), Guo and Wong (2016), Chan, *et al.* (2020), Bai, *et al.* (2022), and others develop the SD theory for risk lovers while Wong (2007), Guo and Wong (2016), Chan, *et al.* (2022), Bai, *et al.* (2022), and others compare the moments with the SD rankings for risk lovers.

Many empirical studies, see, for example, Thaler and Johnson (1990), find that many investors possess reverse S-shaped utility in their decision-making on their investment. We note that Thaler and Johnson (1990) conducted experiments and found a “house money effect” such that investors could be more risk-seeking with a gain prior, implying that investors could be risk-seeking in the gain. On the other hand, they conduct experiments and find the “break-even effect” such that investors prefer to have a chance to break with a prior if losses even gamble is attractive, implying that investors are risk averse to the loss. These two effects join together to form a reverse S-shaped utility. To develop the theory for this purpose, Levy and Wiener (1998), Levy and Levy (2002, 2004)¹, Wong and Chan (2008), and

¹We note that Wakker (2003) claims that the data of Levy and Levy (2002) supports prospect theory. We note that investors could become more risk-loving and want to make more money while others become more risk-averse because they scare that they will lose the profit they got when they gain profit. On the other hand, we believe most investors could become more risk averse but, of course, some investors, for example,

others have developed the SD theory for investors with reverse S-shaped utility. However, as far as we know, there is no study on the MV rule for investors with reverse S-shaped utility in any previous work. Thus, in this paper, we intend to develop some properties of the MV rule for investors with reverse S-shaped utility. To do so, in this paper, we first introduce the MV rule for investors with reverse S-shaped utility. We then develop some properties of the MV rule for investors with reverse S-shaped utility and extend it by developing some properties of portfolio diversification by using the MV rule for investors with reverse S-shaped utility. We end our paper with discussions of further study and applications of the theory developed in our paper.

The paper is organized as follows. We will state in the next section some definitions and notations. We will develop the theory of the MV rule for investors with reverse S-shaped utility in Section 3 and extend the theory by developing some properties of portfolio diversification of the MV rule for investors with reverse S-shaped utility in Section 4. Section 5 concludes.

2 Definitions and notations

Let $\Omega = [a, b]$ be a subset of $\overline{\mathbb{R}}$ in which $\overline{\mathbb{R}}$ be the set of extended real numbers and $a < b$.

For any random variable $Z = X$ and Y with *probability density function* $h = f$ and g ;

Nick Leeson and Tom Hayes, become more risk-loving because they want to get back all they have lost when they lose money. Thus, it is possible that one could be risk averse, risk-loving, and have S-shaped and reverse S-shaped utility functions. However, we believe that many investors like Nick Leeson and Tom Hayes, become more risk-loving when they lose money because they use their companies' money to invest, not their own money. So, losing more money means they could lose their jobs while making money will help them keep their jobs and get good bonuses. Thus, we believe that if those using their companies' funds to invest are not considered and only investors using their own funds to invest are considered in the comparison, then compared with investors who become more risk-averse when they lose money, the number of investors who become more risk-loving when they lose money is much less. Thus, we believe the number of investors who are risk-averse or possess reverse S-shaped utility functions is much more than those who possess S-shaped utility functions.

cumulative distribution function" (CDF) $H = F$ and G ; and mean $\mu_Z = \mu_H$. The CDF $H_1(x) \equiv H(x) \equiv \mu[a, x]$ for any measure μ defined on the support $\Omega = [a, b] \subset \overline{\mathbb{R}}$ with $\mu(\Omega) = 1$. For any integer $n > 1$,

$$C_H^{(n)} = \int_a^b (x - \mu_H)^n dH(x) , \quad H_n(x) = \int_a^x H_{n-1}(t) dt , \quad H_n^R(x) = \int_x^b H_{n-1}^R(t) dt . \quad (2.1)$$

We call H_n (H_n^R) the n^{th} -order (reversed) integral, see, for example, Li and Wong (1999), Wong and Li (1999), Wong (2006, 2007), Sriboonchitta, *et al.* (2009), Levy (2015), Guo and Wong (2016), Chan, *et al.* (2020, 2022), Bai, *et al.* (2022), and the references therein for more information.

In addition, we partition Z into two parts: Z^+ and Z^- with $Z = Z^+ \cup Z^-$ such that

$$Z^+ = Z \cap I_{(0, \infty)} \quad \text{and} \quad Z^- = Z \cap I_{(-\infty, 0]} ; \quad (2.2)$$

its mean μ_H could be divided into μ_H^+ and μ_H^- with $\mu_H = \mu_H^+ + \mu_H^-$ where

$$\mu_H^+ = \int_0^\infty x dH(x) \quad \text{and} \quad \mu_H^- = \int_{-\infty}^0 x dH(x) , \quad (2.3)$$

in which the former is the upper first partial moment and the latter is the lower first partial moment; and its the second moment τ_H could be partitioned into τ_H^+ and τ_H^- with $\tau_H = \tau_H^+ + \tau_H^-$ where

$$\tau_H^+ = \int_0^\infty x^2 dH(x) , \quad \text{and} \quad \tau_H^- = \int_{-\infty}^0 x^2 dH(x) , \quad (2.4)$$

in which the former is the upper second partial moment and the latter is the lower second partial moment.

In this paper, we extend the MV rule (Markowitz, 1952; Wong, 2007) for both risk averters and risk lovers to the MV rule for investors with reverse S-shaped utility. To do so, we first define the following:

Definition 2.1 Given CDFs F and G defined in Equation (2.1), for $n = 1, 2$, let U_n^{RA} , U_n^{RL} , U^{RS} , and $U^{RS}(F, G)$ be the sets of the utility functions u such that:

$$U_n^{RA} = \{u : (-1)^{i+1}u^{(i)} \geq 0, i = 1, \dots, n\};$$

$$U_n^{RL} = \{u : u^{(i)} \geq 0, i = 1, \dots, n\};$$

$$U^{RS} = \{u : (u^- \in U_2^A) \wedge (u^+ \in U_2^D)\};$$

$$U^{RS}(F, G) = \{u : (u \in U^R) \wedge (\int u dF \text{ and } \int u dG \text{ are finite})\}.$$

where $u^{(i)}$ is the i^{th} derivative of the utility function u , $u^+ = u$ ($u^- = u$) restricted for $x > 0$ ($x < 0$).

In Definition 2.1, U_n^{RA} and U_n^{RL} are sets of utility functions for n^{th} -order risk averters and risk lovers, respectively, and $U^{RS}(F, G)$ is the set of utility functions for investors with reverse S-shaped utility who are risk seeking for gains but risk averse for losses. Readers may refer to Markowitz (1952), Tobin (1958), Li and Wong (1999), Wong and Li (1999), Wong (2006, 2007), Sriboonchitta, *et al.* (2009), Levy (2015), Guo and Wong (2016), Chan, *et al.* (2020, 2022), Bai, *et al.* (2022), and the references therein for more information about risk averters and risk lovers and refer to Thaler and Johnson (1990), Levy and Wiener (1998), Levy and Levy (2002, 2004), and Wong and Chan (2008) for more information about investors with reverse S-shaped utility.

There are many empirical studies show evidence that the reverse S-shaped utility functions can be used in many studies, see, for example, Friedman and Savage (1948), Markowitz (1952), Fishburn and Kochenberger (1979), Thaler and Johnson (1990), Wu and Gonzalez (1996), Pennings and Smidts (2003), etc.

In this paper, we use the following Von Neumann-Morgenstern (1944) consistency properties to compare the preference between F and G such that F is (strictly) preferred to G , or equivalently, X is (strictly) preferred to Y if

$$\Delta Eu \equiv u(F) - u(G) \equiv u(X) - u(Y) \geq 0 (> 0), \quad (2.5)$$

where $u(F) \equiv u(X) \equiv \int_a^b u dF$ and $u(G) \equiv u(Y) \equiv \int_a^b u dG$.

3 Theory

In this paper, we extend the mean-variance (MV) rule for risk averters introduced by Markowitz (1952), Tobin (1958), and others, and the MV rule for risk lovers introduced by Wong (2007) and others to the MV rule for investors with reverse S-shaped utility. For any two prospects X and Y with means μ_X and μ_Y and standard deviations σ_X and σ_Y , readers could refer to Wong (2007) and others to get the definition of the MV rule for risk averters and risk lovers such that X is said to dominate Y by the MV rule for risk averters (lovers), denoted by $X \text{ MV}_{RA} Y$ ($X \text{ MV}_{RS} Y$). In this paper, we define the following MV rule for investors with reverse S-shaped utility to check their preferences on assets based on the first two moments of the distributions:

Definition 3.1 *For any two prospects X and Y with means μ_X and μ_Y , the second partial moments, τ_X^+ , τ_X^- , τ_Y^+ , and τ_Y^- , respectively, X is said to dominate Y by the mean-variance rule for investors with reverse S-shaped utility, denoted by $X \text{ MV}_{RSU} Y$, if $\mu_X \geq \mu_Y$, $\tau_X^+ \geq \tau_Y^+$, and $\tau_X^- \leq \tau_Y^-$, in which the inequality holds in at least one of the three.*

In this paper, we set up the following conjecture for the preferences of investors with reverse S-shaped utility on different prospects:

Conjecture 1 *For any two prospects X and Y with means μ_X and μ_Y , the second partial moments, τ_X^+ , τ_X^- , τ_Y^+ , and τ_Y^- , respectively, under some conditions, if $X \text{ MV}_{RSU} Y$, then $E[u(X)] \geq E[u(Y)]$ for any investor with reverse S-shaped utility.*

One could easily construct an example so that Conjecture 1 does not hold if no additional condition is imposed. To show that Conjecture 1 could hold if we set some proper conditions, we develop the following theorem:

Theorem 3.1 *For any two prospects X and Y with means μ_X and μ_Y , the second partial moments, τ_X^+ , τ_X^- , τ_Y^+ , and τ_Y^- , respectively, if both X^- and Y^- belong to the same location-scale family or the same linear combination of location-scale families and both X^+ and Y^+ belong to the same location-scale family or the same linear combination of location-scale families, and if $X \text{ MV}_{RSU} Y$, then $E[u(X)] \geq E[u(Y)]$ for any investor with reverse S-shaped utility u defined in Definition 2.1.*

Remark 3.1 *We note that in Theorem 3.1, both X^- and Y^- belong to the (first and) same location-scale family or the (first and) same linear combination of location-scale families, and both X^+ and Y^+ belong to the (second and) same location-scale family or the (second and) same linear combination of location-scale families, the second location-scale family or the second linear combination of location-scale families could be the same or different from the first linear combination of location-scale families. In another word, both X^- and Y^- and X^+ and Y^+ belong to the same location-scale family or the same linear combination of location-scale families, or X^- and Y^- could belong to one location-scale family or linear combination of location-scale families and X^+ and Y^+ belong to another different type of location-scale family or linear combination of location-scale families.*

4 Portfolio Diversification

We now extend the theory developed in Section 3 by developing some properties of portfolio diversification by using the MV rule for investors with reverse S-shaped utility. Readers may refer to Hadar and Russell (1971), Tesfatsion (1976), Li and Wong (1999), Wong (2007), Egozcue and Wong (2010), Guo and Wong (2016), Chan, *et al.* (2020, 2022), and others for some properties of portfolio diversification by the MV rule for risk averters and risk lovers. Readers may read Broll, *et al.* (2010), Egozcue, *et al.* (2011), and Ortobelli Lozza, *et al.* (2018) for some properties of portfolio diversification for investors with reverse S-shaped utility. In this paper, we extend Theorem 2' in Tesfatsion (1976) and Theorem 5 in Wong

(2007) by using Theorem 3.1 to develop the following properties for portfolio diversification to compare the preferences of two sets of assets for investors with reverse S-shaped utility:

Theorem 4.1 *Let $\{X_1, \dots, X_m\}$ and $\{Y_1, \dots, Y_m\}$ be two sets of independent variables, then $X_i \text{ MV}_{RSU} Y_i$ for $i = 1, \dots, m$ if and only if $\sum_{i=1}^m \alpha_i X_i \text{ MV}_{RSU} Y \sum_{i=1}^m \alpha_i Y_i$ for any $\alpha_i \geq 0, i = 1, \dots, m$.*

The proof of Theorem 4.1 is straightforward. One can easily obtain the following corollary by applying Theorem 4.1:

Corollary 4.1 *Let X and Y be random variables, if $X \text{ MV}_{RSU} Y$, then $X + k \text{ MV}_{RSU} Y + k$ for any real number k .*

5 Concluding remarks

Many empirical studies, see, for example, Thaler and Johnson (1990), find that many investors possess reverse S-shaped utility in their decision-making on their investment. To develop a proper theory for this purpose, in this paper, we extend the theory of the mean-variance (MV) rule for risk averters introduced by Markowitz (1952), Tobin (1958), and others, and the MV rule for risk lovers introduced by Wong (2007) and others to the theory of the MV rule for investors with reverse S-shaped utility. To do so, we first introduce the definition of the MV rule for investors with reverse S-shaped utility. We then set up a conjecture for the preferences of investors with reverse S-shaped utility on different prospects by using the MV rule for investors with reverse S-shaped utility so that they could get a higher expected utility for the preferred asset under some conditions. We note that in general, the conjecture does not hold. However, under some conditions, this conjecture could hold. Thereafter, we look for the conditions that the conjecture could hold and construct a theorem for this purpose to show that when the negative parts of the assets follow one (say, the first) type of location-scale family or the linear combination of location-scale families and

when the positive parts of the assets follow another (say, the second) type of location-scale family or the linear combination of location-scale families, then the preferences of the assets by using the MV rule is the same as those by using an expected utility for the investors with reverse S-shaped utility. We then extend the MV theory for investors with reverse S-shaped utility by developing some properties of portfolio diversification by using the MV rule for investors with reverse S-shaped utility.

There are some papers that develop the theories of the MV rule for both risk averters and risk lovers as we discussed before. However, as far as we know, there is no study on the MV rule for investors with reverse S-shaped utility in any previous work. Thus, our paper is the first paper that introduces the MV rule for investors with reverse S-shaped utility and develops some properties for the rule. The theory developed in our paper enables academics and practitioners to apply the theory developed in this paper to analyze some important empirical issues and draw inferences on the preferences of investors with reverse S-shaped utility.

Further studies of our paper could include developing more properties of the MV rule for investors with reverse S-shaped utility. For example, there are some studies have developed some tests that could be useful in the development of the test statistics for the MV rule for investors with reverse S-shaped utility, see, for example, Bai, *et al.* (2011, 2011a), but, so far, there is no study in the literature that has developed any test statistic for the MV rule for investors with reverse S-shaped utility. Thus, further studies could also include developing the test statistics for the MV rule for investors with reverse S-shaped utility. In addition, there are many applications of the theories of the MV rule for both risk averters and/or risk lovers, see, for example, Fong, *et al.* (2005, 2008), Wong, *et al.* (2006, 2008, 2018), Broll, *et al.* (2006, 2015), Gasbarro, *et al.* (2007, 2012), Lean, *et al.* (2007, 2010, 2010a, 2012, 2015), Ma and Wong (2010), Qiao, *et al.* (2010, 2012, 2013, 2015), Chan, *et al.* (2012), Hoang, *et al.* (2015, 2015a, 2018, 2019), Clark, *et al.* (2016), Tsang, *et al.* (2016), Niu, *et al.* (2017,

2018), Guo, *et al.* (2017, 2018, 2019, 2019a), Bouri, *et al.* (2018), Valenzuela, *et al.* (2019), Lv, *et al.* (2021, 2022), etc. However, as far as we know, there is no study in the literature to apply the MV rule for investors with reverse S-shaped utility to analyze any important issue. Thus, further studies could apply the MV rule for investors with reverse S-shaped utility to analyze some important issues. Some studies, see, for example, Meyer, *et al.* (2005) comment that stochastic dominance (SD) is better than the mean-variance rule. Further study could examine whether SD outperforms the MV rule for investors with the reverse S-shaped utility developed in this paper.

In addition, this study develops the theory of the MV rule for investors with reverse S-shaped utility but not the theory of the MV rule for investors with S-shaped utility. We note that there are some properties that have been developed for investors with S-shaped utility, see, for example, Kahneman and Tversky (1979), Levy and Wiener (1998), Levy and Levy (2002, 2004), Post and Levy (2005), and Wong and Chan (2008), and others. Thus, academics could extend the theory developed in this paper to develop the theory of the MV rule for investors with S-shaped utility. Moreover, recently, Chan, *et al.* (2022) have developed the theory of the higher-order mean-variance rule for both risk averters and risk lovers but as far as we know, there is no study developing the theory of the higher-order MV rule for investors with (reverse) S-shaped utility. In addition, some studies, for example, Kraus and Litzenberger (1976), Scott and Horvath (1980), Astebro (2003), Cvitanic, *et al.* (2008), Choi and Nam (2008), Martellini and Ziemann (2009), Chiu (2010), Kostakis, *et al.* (2012), Lambert and Hubner (2013), Astebro, *et al.* (2015), Vo and Tran (2021), and many others have studied the effects from the higher-order moments and/or the joint effects of the moments. Thus, extensions of our paper could develop the theory of the higher-order MV rule for investors with (reverse) S-shaped utility and study the relationship with higher-order moments and/or the joint effects of different moments. Extensions of our paper could include applying the theory developed in our paper to analyze many important issues in economics

(Aor, *et al.*, 2021; Aye and Odhiambo, 2021; Levy, 2022; Ogrimah and Wong, 2022; Ryu and Slottje, 2022; Wong, *et al.*, 2022), finance (Corradin and Sartore, 2021; Darsono, *et al.*, 2022; Khandelwal and Chotia, 2022; Rey, 2022; Van Der Westhuizen, *et al.*, 2022), and other areas. For instance, scholars could apply the theory developed in our paper to examine the behaviors of different investors, see, for example, Acevedo, *et al.* (2021). There are many other important issues that the theory developed in our paper could be used to analyze. Readers may refer to Wong (2020, 2021) and Moslehpour, *et al.* (2021) for more information.

Appendices

Proof of Theorem 3.1.

We only prove the necessary condition in this paper. To do so, we let two prospects X and Y with means μ_X and μ_Y , the second partial moments, τ_X^+ , τ_X^- , τ_Y^+ , and τ_Y^- , respectively. We assume that $\mu_X \geq \mu_Y$, $\tau_X^+ \geq \tau_Y^+$, and $\tau_X^- \leq \tau_Y^-$ so that we have $X \text{ } MV_{RSU} \text{ } Y$.

Now, we assume X^* and Y^* with means μ_{X^*} and μ_{Y^*} , the second partial moments, $\tau_{X^*}^+$, $\tau_{X^*}^-$, $\tau_{Y^*}^+$, and $\tau_{Y^*}^-$, respectively, such that $\mu_{X^*} = \mu_X$, $\mu_{Y^*} = \mu_Y$, $\tau_{X^*}^- = \tau_X^-$, $\tau_{Y^*}^- = \tau_Y^-$, $\tau_{X^*}^+ < \tau_X^+$, and X^* and Y^* belong to the same location-scale family or the same linear combination of location-scale families as X^- and Y^- belong, then, we have $\mu_{X^*} < \mu_{Y^*}$ and $\tau_{X^*} = \tau_{X^*}^+ + \tau_{X^*}^- < \tau_{Y^*} = \tau_{Y^*}^+ + \tau_{Y^*}^-$, and thus, $Var(X^*) < Var(Y^*)$.

Thereafter, applying Theorem 8 in Li and Wong (1999), we have

$E[u(X^*)] \geq E[u(Y^*)]$ for any $u \in U_2^{RA}$ defined in Definition 2.1, which implies that $\int_a^x F_{X^*}^A(t)dt \leq \int_a^x F_{Y^*}^A(t)dt$ for any $x \in [a, b]$. Thus, we have

$$\int_a^x F_X^A(t)dt \leq \int_a^x F_Y^A(t)dt \quad \text{for any } x \in [a, 0]. \quad (\text{A.1})$$

By using a similar argument, one can easily get

$$\int_x^b F_X^D(t)dt \geq \int_x^b F_Y^D(t)dt \quad \text{for any } x \in [0, b]. \quad (\text{A.2})$$

By Equations (A.2) and (A.2), by Definition 3.1, one can conclude that $E[u(X)] \geq E[u(Y)]$ for any investor with the utility function $u \in U^{RS}$ and the assertions in Theorem 3.1 hold.

□

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