

INFORMATION ASYMMETRY IN BUDGET ALLOCATION: A ANALYSIS OF THE  
TRUTH-INDUCING INCENTIVE SCHEME

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**Title**

INFORMATION ASYMMETRY IN BUDGET ALLOCATION: A ANALYSIS  
OF THE TRUTH-INDUCING INCENTIVE SCHEME

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State University's regulations and meets the accepted standards for the degree of

**MASTER OF SCIENCE**

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## ABSTRACT

Truth-inducing incentive schemes are used to motivate project managers to provide unbiased project information to portfolio manager to reduce information asymmetry between portfolio manager and project managers. To improve the scheme, we identify the proper value of penalty coefficients in the truth-inducing incentive scheme when information asymmetry is present. We first describe the allocation method that achieves budget optimization under certain assumptions and identify the proper coefficients while accounting for the differing perceptions of both portfolio manager and project managers. We report a bound on the ratio between the two penalty coefficients in the truth-inducing incentive scheme and then we conduct a simulation study to narrow down the bound. We conclude that the penalty coefficient for being over budget should be reduced when the portfolio budget is tight and the penalty coefficients should be equivalent to the organizational opportunity costs when the portfolio budget is sufficient.

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## 1. INTRODUCTION

In budget allocation, information asymmetry occurs when the project managers have more accurate information than their supervisor (the portfolio manager) regarding the project cost (Dadbeh and Mogharebi, 2013). Information asymmetry between the project managers and the portfolio manager also creates an opportunity for the project managers to build biased budget proposals, mainly budgetary slack, to improve their performance when their evaluation considers budget attainment. This results in a false evaluation of managers' performance, which betrays the basic purpose of budgeting (Antle and Eppen, 1985; Kren and Liao, 1988).

Studies addressing budgetary slack attributed to information asymmetry mainly focus on economic incentives such as compensation schemes to reduce budgetary slack. An effective compensation scheme is the truth-inducing incentive scheme. Prior experimental studies (Chow et al., 1988; Chow et al., 1991; Steven, 2000; Hobson et al., 2011) have analyzed the effectiveness of truth-inducing incentive schemes at reducing budgetary slack by arbitrarily setting the key coefficients in the scheme. However, no study has analyzed the appropriate value of key coefficients in truth-inducing incentive schemes, despite the fact that the value of these coefficients may affect the overall efficacy of the schemes.

In our study, we examine the effects of the values of these coefficients in the truth-inducing incentive scheme on budgetary slack and then provide guidelines for portfolio managers to set appropriate coefficients. The use of proper coefficients is important for portfolio managers to optimize their budget allocation. We first illustrate the allocation method that achieves budget optimization by assuming that the uncertain costs follow a normal distribution and then determine the allocated budget depending on the total budget and the variance of the project costs. Next we identify the proper penalty coefficients that account for both the portfolio

manager's and the project managers' perceptions of the budget optimization. Finally, to validate the results from the identification process, we conduct a simulation of the budget allocation problem. Our results show that a small over budget penalty coefficient would motivate the project manager to report unbiased project cost to the portfolio manager, although the actual allocated budget may have a large variation when the portfolio budget is tight and the number of projects is small.

The remainder of the paper is organized as follows. Section 2 summarizes the related literature. Section 3 describes the process to identify the values of penalty coefficients. Section 4 presents a simulation study of the budget allocation problem. Section 5 summarizes the results from the simulation study. Section 6 provides conclusions and future research directions.

## **2. LITERATURE REVIEW**

As previously stated, our work is related to three topics: project portfolio management with an emphasis on budget allocation, budgetary slack attributed to information asymmetry, and incentive schemes. We review each topic in this section.

### **2.1. Project Portfolio Management Concentrating on Budget Allocation**

The management of a portfolio of projects is important to maximizing the return on investments. Budget allocation, as a large portion of resource allocation, is important for successful project portfolio management. This subsection reviews the literature on project portfolio management concentrating on budget allocation.

In the project portfolio management literature, Engwall and Jerbrant (2002) analyze the resource allocation syndrome and summarize that allocation of resources to a project portfolio is a complicated process that includes politics, horse-trading and interpretation. Labrosse (2010) presents the benefits of project portfolio management, including the optimal allocation of insufficient resources. A review of project portfolio management can be found in Meskendahl (2010) who indicates that optimal resource allocation is a fundamental aspect of project portfolio success. He also proposes an overall comprehensive conceptual model regarding project portfolio management, strategy implementation, and business success.

To resolve the problem of allocating a fixed budget across a portfolio of projects, Hu and Szmerekovsky (2016) develop a budget allocation methodology. They assume that the uncertain costs of a project follow a normal distribution and determine the allocated budget to that project based on the portfolio budget and the variance of the uncertain costs. Basso and Peccati (2001) propose a dynamic programming algorithm to solve the project-financing problem. With a limited budget, a project-financing firm has to decide which projects to undertake as well as the

amount to invest. The latter part is similar to our project budget allocation problem. However, to our knowledge we are the first to consider information asymmetry when solving the budget allocation problem in the context of project portfolio management.

## **2.2. Budgetary Slack Attributed to Information Asymmetry**

Information asymmetry between the portfolio manager and the project managers in the allocation process is a complex interaction with many aspects to consider. In fact, the existence of information asymmetry creates an opportunity for project managers who are directly in charge of the project implementation to negotiate for a biased budget, mainly budgetary slack. This subsection reviews the literature regarding budgetary slack attributed to information asymmetry.

Kren and Liao (1988) demonstrate the influence of information asymmetry from the accounting information perspective. They indicate that when project managers are aware of the existence of information asymmetry they are not motivated to report their unbiased information unless it improves their subsequent performance, resulting in suboptimal allocation of the portfolio budget if this bias occurs in the budget. Dunk and Nouri (1998) review the literature regarding the factors that impact the creation of budgetary slack and indicate that the information asymmetry between superior and subordinate is one of the factors that contributes to the slack. Fisher et al. (2002) examine the effect of the subordinate-superior information asymmetry on negotiated budgets and show the positive relationship between budgetary slack and information asymmetry on negotiation results. Kren and Maiga (2007) examine the subordinate-superior information asymmetry's effect on budget participation and budgetary slack. They analyze sample data of 49 project managers in S&P 500 firms and conclude that there is a significantly indirect negative relationship between participation and budgetary slack when information asymmetry is present. This work highlights the importance of accounting for information

asymmetry when performing budget allocation for a portfolio of projects, an aspect of portfolio management which has been neglected.

### **2.3. Incentive Scheme**

The literature addressing the effect of information asymmetry mainly focuses on economic incentives. Kren and Liao (1988) propose that an economic incentive that promotes the project managers to provide unbiased information can be used as a motivation method.

In the economic incentive literature, our work focuses on the truth-inducing incentive scheme. The linear form of a truth-inducing incentive scheme first appeared in Weitzman (1976) as the New Soviet Incentive Model aiming to motivate the subordinates for truthfully reporting their productive capability. He reforms an economic incentive plan by determining the bonus size based on the difference between the plan target and the portion of attainment. Kren and Liao (1988) summarize the New Soviet Incentive Model as the truth-inducing incentive scheme, and this is where our original truth-inducing incentive scheme comes from. Waller (1988) conducts an economic experiment regarding the joint effect of the truth-inducing incentive scheme and risk preference on budgetary slack. His experiment illustrates that the truth-inducing incentive scheme significantly reduces more slack with the risk neutral subjects but has little to no impact on the risk averse subjects. Chow et al. (1988) examine the joint effect of the truth-inducing incentive scheme and information asymmetry on budgetary slack through a similar experiment and demonstrate that the truth-inducing incentive scheme significantly reduces budgetary slack when information asymmetry is present compared to when it is absent. They also explain that social pressure is another factor that affects the degree of budgetary slack. Chow et al. (1991) extend the experiment into multiple periods. By manipulating the initial superior-subordinate information asymmetry, results show that the truth-inducing incentive

scheme significantly reduces budgetary slack when the information regarding subordinate's past performance is not available (information asymmetry is present), but it is just as effective as the alternative incentive scheme (slack-inducing incentive scheme) when past performance becomes available (information asymmetry is absent). Brown et al. (2009) provide a review of participative budgeting experiments and indicate that there is an anomaly in that no studies explain the reason why the subordinates create slack under truth-inducing incentive schemes. Rasmussen (2015) also suggests the same anomaly as Brown et al. (2009) after reviewing a series of experimental studies on information asymmetry and compensation schemes. Our research addresses this anomaly. In our analysis we show that a truth inducing incentive scheme with proper coefficients will not result in any budgetary slack, but one with the wrong coefficients will still result in budgetary slack.

As mentioned in section 2.2, information asymmetry is a complex interaction, hence, a few studies have incorporated non-pecuniary factors into consideration. Steven (2000) conducts an experiment by adding the effects of reputation and ethical factors into the experiment to test the effects of information asymmetry, the incentive scheme, reputation, ethics, and their interaction. Results indicate that there are interactions between the incentive scheme and the non-pecuniary factors. Steven (2000) also indicates that the truth-inducing incentive scheme is the strongest and most consistent factor in reducing budgetary slack. In addition, Steven indicates that the slack under the truth-induce incentive scheme was generated by risk aversion and the difficulty of understanding the scheme. Based on previous findings, Hobson et al. (2011) design an experiment that measures moral values before conducting similar experiments on the pay scheme and budgetary slack. They conclude that the truth-inducing incentive scheme is effective for reducing budgetary slack (39% on average) when the subordinates have insufficient moral

value. However, the scheme appears ineffective for those who have sufficient moral value since the budgetary slack rate stays consistently low (2% difference). Similar results are found in Chong and Eggleton (2007)'s analysis of the joint effect of reliance on economic incentive, information asymmetry, and organizational commitment using 109 managers' performances. Their results show that a manager's performance is consistent with the degree of information asymmetry and reliance on economic incentives when they have sufficient organizational commitment.

On the other hand, although these experimental studies (Chow et al., 1988; Chow et al., 1991; Steven, 2000; Hobson et al., 2011) investigate the effectiveness of the truth-inducing incentive schemes, little research has analyzed the value of key coefficients in the truth-inducing incentive schemes. In fact, the value of these coefficients may affect the overall efficacy of the truth-inducing incentive schemes. Without sufficient research, the difficulty to set appropriate coefficients might be a reason why the truth-inducing incentive schemes are rarely put into practice (Fisher et al., 2002)

In our research, we simplify the original truth-inducing incentive scheme in Kren and Liao (1988) and identify the penalty coefficients by the allocation method in Hu and Szmerekovsky (2016). To our knowledge, we are the first to optimally identify the coefficients to use in the truth-inducing incentive scheme.



### 3. PROCESS

The process to identify the value of coefficients in the truth-inducing incentive scheme is discussed in three parts: the basic form of the truth-inducing incentive scheme, the budget allocation method, and identifying the penalty coefficients.

#### 3.1. The Basic Form of the Truth-Inducing Incentive Scheme

As previously mentioned, the truth-inducing incentive scheme that promotes a project manager's accurate prediction of project costs can be used as an economic incentive to reduce the effect of information asymmetry (Kren and Liao, 1988). Suppose that a project manager (the subordinate) proposes a budget needed as  $X_B$  and that the actual cost is  $X$ . The compensation to the project manager,  $R$ , can be determined as follows:

$$R = \begin{cases} W + k_0 X_B + k_1(X - X_B), & \text{if } X \geq X_B \\ W + l_0 X_B - l_1(X_B - X), & \text{if } X < X_B \end{cases} \quad (3.1)$$

where  $W$  is a certain wage, and  $k_0$ ,  $l_0$ ,  $k_1$ , and  $l_1$  are bonus coefficients set by the portfolio manager (Kren and Liao, 1988).

However, since the portfolio manager and the project managers work for the same company, a project manager's compensation is likely independent of the proposed budget. Thus,  $k_0$  and  $l_0$  are set to zero in this case. We adjust the incentive scheme to be an indirect reward to each project manager after the project is completed as well as one of the performance evaluation criteria for his/her promotion. Our truth-inducing incentive scheme is described as follows:

$$R_i = \begin{cases} W_i - k_i(C_i - b_i), & \text{if } C_i \geq b_i \\ W_i - l_i(b_i - C_i), & \text{if } C_i < b_i \end{cases} \quad (3.2)$$

where  $R_i$  is the net reward for the project manager for project  $i$ ,  $W_i$  is the wage of the project manager for project  $i$ ,  $k_i$  is the per unit over budget penalty for project  $i$ ,  $l_i$  is the per unit under

budget penalty for project  $i$ ,  $b_i$  is the allocated project budget for project  $i$ , and  $C_i$  is the uncertain cost of project  $i$ .

### 3.2. Budget Allocation Method

This study focuses on identifying the values of the coefficients  $k_i$  and  $l_i$ , as previous experimental studies (Chow et al., 1988; Chow et al., 1991; Steven, 2000; Hobson et al., 2011) demonstrated that the truth-inducing incentive scheme significantly reduces budgetary slack when information asymmetry exists between the portfolio manager and the project managers. Therefore, this scheme reduces the effect of information asymmetry and helps to optimize the budget allocation.

Hu and Szmerekovsky (2016) developed a new method to allocate a budget to each project. They introduced  $\beta$  and  $\gamma$  as per unit over budget and under budget costs to optimize the budget allocation. A penalty of  $\beta$  will be incurred for each dollar over budget when the project runs over budget and a penalty of  $\gamma$  will be incurred for each dollar under budget when the project runs under budget. The penalties  $\beta$  and  $\gamma$  are the opportunity costs of the organization. In Hu and Szmerekovsky (2016),  $B$  is the fixed budget for the entire portfolio,  $b_i$  is the project budget for project  $i$ , and  $C_i$  is the uncertain cost which follows a normal distribution and has a cumulative distribution function  $F_i(c_i)$  with mean  $\mu_i$  and standard deviation  $\sigma_i$ . Then, based on Proposition 1 in Hu and Szmerekovsky (2016), the portfolio manager's ideal budget  $b_i^*$  satisfies  $b_i^* = \mu_i + \sigma_i Z_0$ , where  $Z_0 = \Phi^{-1}\left(\frac{\beta}{\beta+\gamma}\right)$ , the optimal standard score for minimizing the over and under budget cost of project  $i$ . According to Proposition 2 in Hu and Szmerekovsky (2016), if  $B \geq \sum_{i=1}^n b_i^*$ , then project  $i$  receives a budget  $b_i$  that is equivalent to the portfolio manager's ideal  $b_i^*$ ; if  $B < \sum_{i=1}^n b_i^*$ , then project  $i$  receives a budget as follows:

$$b_i = \mu_i + \frac{\sigma_i}{\sum_{j=1}^n \sigma_j} \left( B - \sum_{i=1}^n \mu_i \right). \quad (3.3)$$

Note that Expression (3.3) becomes the portfolio manager's ideal budget  $b_i^*$  when fixed budget  $B$  is binding ( $B < \sum_{i=1}^n b_i^*$ ).

We use the same parameters as Hu and Szmerekovsky (2016),  $B$  is the fixed budget for the entire portfolio,  $b_i$  is the project budget that the portfolio manager allocates to project  $i$ ,  $C_i$  is the uncertain cost, and  $b_i^*$  is the portfolio manager's ideal budget. In addition,  $b_i'$  is the project managers' ideal budget which satisfies  $b_i' = \mu_i + \sigma_i Z_i$ , where  $Z_i = \Phi^{-1}\left(\frac{k_i}{k_i + l_i}\right)$  as in Proposition 1 in Hu and Szmerekovsky (2016);  $b_i''$  is the project managers' expected budget;  $X_i$  is the proposed mean project cost from the project manager.

There are three basic assumptions in our process that help us derive the value of the coefficients: (1) The uncertain project cost  $C_i$  follows a normal distribution with cumulative density function  $F_i(c_i)$ , mean  $\mu_i$ , and standard deviation  $\sigma_i$ ; (2) The portfolio manager has perfect knowledge about the value of the standard deviation of project cost for each project, but has no knowledge about the mean; (3) Each project manager reports his/her mean cost  $X_i$  to the portfolio manager assuming other managers report their real mean. We make Assumptions (2) and (3) due to two facts. First, in most cases, due to the difficulty of understanding the range of a project cost distribution (standard deviation), project managers are more likely to misrepresent the central tendency (mean) of the project cost distribution. Therefore, the portfolio manager trusts the proposed standard deviation but questions the proposed mean. Based on this fact, we make Assumption (2). Second, projects within the same portfolio are likely to make use of similar technical expertise allowing project managers to have shared knowledge and understanding of each other's projects. Based on this fact, we make Assumption (3).

If  $B$  is large enough for all project managers to receive ideal budgets ( $B \geq \sum_{i=1}^n b'_i$ ) with all reported costs ( $B \geq \sum_{i=1}^n (X_i + \sigma_i Z_0)$ ), then each project receives the budget  $b_i$  that is equal to the project manager's expected budget  $b''_i$  and equals  $X_i + \sigma_i Z_0$  ( $b_i = b''_i = X_i + \sigma_i Z_0$ ), the ideal budget from the portfolio manager's perspective. As stated earlier, project managers may build budgetary slack to improve their performance regarding their budget attainment, so they may propose a higher mean  $X_i$  than the real mean  $\mu_i$ . As a result, the portfolio manager has to estimate the allocated budget based on the proposed mean of the uncertain cost  $X_i$  instead of the real mean  $\mu_i$ . If  $B$  is binding for reported costs ( $B < \sum_{i=1}^n (X_i + \sigma_i Z_0)$ ) but enough for all project managers' ideal budgets ( $B \geq \sum_{i=1}^n b'_i$ ), then theoretically, the portfolio manager allocates the budget  $b_i = X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} (B - \sum_{i=1}^n X_i)$  as in Proposition 2 in Hu and Szmerekovsky (2016) while the project managers' expected budgets  $b''_i = X_i + \sigma_i Z_0$ . However, this case rarely happens in reality due to a shortage of funds. If  $B$  is binding for all project managers' ideal budgets ( $B < \sum_{i=1}^n b'_i$ ) but enough for reported costs ( $B \geq \sum_{i=1}^n (X_i + \sigma_i Z_0)$ ), then the project managers expect to receive the budget  $b''_i = X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} (B - X_i - \sum_{j \neq i} \mu_j)$  due to Assumption (2) while the portfolio manager allocates the budget  $b_i = X_i + \sigma_i Z_0$ . This is because the project managers expect the portfolio manager to make budget allocation by using  $X_i$  as the mean for themselves and  $\mu_j$  ( $j \neq i$ ) for all other projects. Nonetheless, this case is rather rare as well, because the project managers are more likely to propose higher budgets to acquire their ideal budget when they are aware of the scarcity of funds. If  $B$  is binding for all project managers' ideal budgets ( $B < \sum_{i=1}^n b'_i$ ) and reported costs ( $B < \sum_{i=1}^n (X_i + \sigma_i Z_0)$ ), the project managers' expected budgets are  $b''_i = X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} (B - X_i - \sum_{j \neq i} \mu_j)$  while the portfolio manager allocates the

budgets  $b_i = X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} (B - \sum_{i=1}^n X_i)$ . Thus, we skip the second and third situations because they are uncommon. The results of the first and fourth situations are summarized as follows.

**Proposition 1:** Given uncertain cost  $C_i$  follows a normal distribution, there are two cases:

(1) if  $B \geq \sum_{i=1}^n b'_i$  and  $B \geq \sum_{i=1}^n (X_i + \sigma_i Z_0)$ , then  $b_i = b''_i = X_i + \sigma_i Z_0$ ; (2) otherwise if  $B <$

$\sum_{i=1}^n b'_i$  and  $B < \sum_{i=1}^n (X_i + \sigma_i Z_0)$ , then  $b_i = X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} (B - \sum_{i=1}^n X_i)$  while  $b''_i = X_i +$

$\frac{\sigma_i}{\sum_{i=1}^n \sigma_i} (B - X_i - \sum_{j \neq i} \mu_j)$ .

The project managers perceive the allocated budget as the optimal budget when the allocated budget is equivalent to the project manager's ideal budget. Now consider Case (2) in Proposition 1 above where the project managers attempt to receive their ideal budget  $b'_i$  by proposing an  $X_i$  greater than the actual mean, even though they know the total budget is binding ( $B < \sum_{i=1}^n b'_i$ ). However, it is unrealistic that all project managers receive their ideal budget when the total budget is binding. Therefore, in this extreme case in which all project managers expect to receive their ideal budget, their expected budget  $b''_i$  is equivalent to their ideal budget  $b'_i$ , which results in

$$X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} \left( B - X_i - \sum_{j \neq i} \mu_j \right) = \mu_i + \sigma_i Z_i. \quad (3.4)$$

Based on this equation,  $X_i$  is calculated as (derivation is shown in Lemma 1 of Appendix A)

$$X_i = \frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_j} (\mu_i + \sigma_i Z_i) - \frac{\sigma_i}{\sum_{j \neq i} \sigma_j} \left( B - \sum_{j \neq i} \mu_j \right). \quad (3.5)$$

After solving  $X_i$  in our model, the actual allocated budget  $b_i$  is then calculated with  $X_i$  as

(derivation is shown in Lemma 2 of Appendix A)

$$\begin{aligned}
b_i = & \left(1 - \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1}\right) \mu_i + \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \left(B - \sum_{j \neq i} \mu_j\right) + \sigma_i Z_i \\
& - \frac{\rho_i}{\rho_i + 1} \sum_{j \neq i} (\rho_j + 1) \sigma_j Z_j,
\end{aligned} \tag{3.6}$$

where  $\rho_i = \frac{\sigma_i}{\sum_{j \neq i} \sigma_j}$ .

Note that the budget allocation in Case (1) in Proposition 1 is skipped here, because it is more relevant to the next section. It will be discussed in Section 3.3 when identifying coefficients  $k_i$  and  $l_i$ .

### 3.3. Identifying the Penalty Coefficients

This section shows the process of identifying the values of  $k_i$  and  $l_i$ . Each subsection starts with determining the value of  $Z_i$  since  $Z_i = \Phi^{-1}\left(\frac{k_i}{k_i+l_i}\right)$  is the only parameter that contains  $k_i$  and  $l_i$ , and then identifies the ratio between  $k_i$  and  $l_i$  instead of the specific values for  $k_i$  and  $l_i$  since  $Z_i$  is determined by the value of  $\frac{k_i}{k_i+l_i}$ .

This section consists of four subsections. The portfolio manager and the project managers may have divergent preferences or goals when asymmetric information is present, which results in divergent judgments of the optimal budget allocation (Antle and Eppen, 1985). Thus, subsections 3.3.1 and 3.3.2 describe the specific judgments of the two parties regarding the optimal budget allocation. Subsection 3.3.3 demonstrates the process to identify the value of  $Z_i$  that makes project managers propose the true mean ( $X_i = \mu_i$ ). Subsection 3.3.4 summarizes the results in the first three subsections.

### 3.3.1. Portfolio manager

The portfolio manager assumes the budget allocation is optimal when the actual allocated budget  $b_i$  is equivalent to the portfolio manager's ideal budget  $b_i^*$ .

Now consider a special case where total budget  $B$  is not binding. Based on Proposition 1, if  $B$  is large enough, then the allocated budget  $b_i = X_i + \sigma_i Z_0$ , while the portfolio manager's ideal budget  $b_i^* = \mu_i + \sigma_i Z_0$ . The project managers propose  $X_i$  to the portfolio manager, and the project managers' expected budgets  $b_i'' = X_i + \sigma_i Z_0$ , while their ideal budgets  $b_i' = \mu_i + \sigma_i Z_i$ , where  $b_i'$  is the optimal budget that minimize the over and under budget cost. In order to receive their ideal budgets, the project managers propose  $X_i = \mu_i + \sigma_i(Z_i - Z_0)$ . Calculating the actual allocated budgets  $b_i$  using this  $X_i$ , the portfolio manager uses  $b_i = \mu_i + \sigma_i Z_i$ .  $Z_i$  is equivalent to  $Z_0$  when the actual allocated budget  $b_i$  is equivalent to the portfolio manager's ideal budget  $b_i^*$ . Therefore, the ratio between  $k_i$  and  $l_i$  is equivalent to the ratio between  $\beta$  and  $\gamma$  ( $\frac{k_i}{l_i} = \frac{\beta}{\gamma}$ ), where  $\beta$  and  $\gamma$  are the per unit over budget and under budget costs for the organization (portfolio manager), respectively (Hu and Szmerekovsky, 2016).

Next consider the general case where  $B$  is binding for all project managers' ideal budgets and all reported costs. The portfolio manager considers the allocated budget  $b_i$  to be optimal when  $b_i$  is equivalent to the portfolio manager's ideal budget  $b_i^*$ . Hence, setting  $b_i$  equal to  $b_i^*$  and calculating the value of  $Z_i$  that satisfies this equation determines the ratio of  $k_i$  and  $l_i$ .

In this case, the actual allocated budget  $b_i$  is given by (3.6) and the portfolio manager's ideal budget  $b_i^*$  is given by (3.3). (3.3) can be rewritten using  $\rho_i$  as

$$b_i^* = \frac{1}{\rho_i + 1} \mu_i + \frac{\rho_i}{\rho_i + 1} \left( B - \sum_{j \neq i} \mu_j \right). \quad (3.7)$$

When  $b_i$  equals  $b_i^*$ , we obtain (derivation is shown in Lemma 3 of Appendix A)

$$Z_i = \sum_{j \neq i} \frac{\sigma_j Z_j}{\sum_{h \neq i} \sigma_h} + \frac{B - \sum_{i=1}^n \mu_i}{\sum_{i=1}^n \sigma_i} \left( 1 - \sum_{j \neq i} \frac{\sigma_j}{\sum_{h \neq i} \sigma_h} \right). \quad (3.8)$$

Hence, the value of  $Z_i$  satisfies (3.8), which has an infinite number of solutions. As a result, the ratio between  $k_i$  and  $l_i$  has an infinite number of solutions as well. In this case, any ratio between  $k_i$  and  $l_i$  that makes the value of  $Z_i$  that satisfy (3.8) would make the actual allocated budget equivalent to the portfolio manager's ideal budget, which satisfies the portfolio manager's optimal budget allocation.

### 3.3.2. Project manager

The project managers want the actual allocated budget  $b_i$  to be equivalent to their ideal budgets  $b'_i$ , so they attempt to receive their ideal budget  $b'_i$ , even though they know that the total budget  $B$  is binding. This subsection describes the derivation for the ratio between  $k_i$  and  $l_i$  that optimizes the budget allocation from the project managers' perspectives. Since the special case where  $B$  is not binding has already been discussed in the previous subsection, this subsection focuses on the case where the project managers are aware of the shortage of the total budget  $B$ .

The actual allocated budget  $b_i$  is given by (3.6) and the project manager's ideal budget  $b'_i$  is

$$b'_i = \mu_i + Z_i \sigma_i. \quad (3.9)$$

When  $b_i$  equals  $b'_i$ , we have

$$\begin{aligned} & \left( 1 - \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \right) \mu_i + \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \left( B - \sum_{j \neq i} \mu_j \right) + \sigma_i Z_i - \frac{\rho_i}{\rho_i + 1} \sum_{j \neq i} (\rho_j + 1) \sigma_j Z_j \\ & = \mu_i + Z_i \sigma_i. \end{aligned} \quad (3.10)$$



The value of  $Z_i$  can be determined using the Gaussian Elimination Method in Shores (2007) and then substituting  $\rho_i = \frac{\sigma_i}{\sum_{j \neq i}^n \sigma_j}$  to obtain (derivation is shown in Lemma 4 of Appendix

A)

$$Z_i = \frac{B - \sum_{j=1}^n \mu_j}{\sum_{j=1}^n \sigma_j}. \quad (3.11)$$

Since  $Z_i = \Phi^{-1}\left(\frac{k_i}{k_i + l_i}\right)$ , the ratio between  $k_i$  and  $l_i$  is

$$\frac{k_1}{l_1} = \frac{k_2}{l_2} = \dots = \frac{k_n}{l_n} = \frac{\Phi\left(\frac{B - \sum_{j=1}^n \mu_j}{\sum_{j=1}^n \sigma_j}\right)}{1 - \Phi\left(\frac{B - \sum_{j=1}^n \mu_j}{\sum_{j=1}^n \sigma_j}\right)}. \quad (3.12)$$

In this case, the ratio between  $k_i$  and  $l_i$  that satisfies Expression (3.12) would make the actual allocated budget equivalent to the project manager's ideal budget.

### 3.3.3. Analysis of the value of $Z_i$ regarding truth-telling

As previously stated, the value of  $Z_i$  in (3.11) would make the allocated budget satisfy the project managers' optimal budget allocations. In this subsection, we are interested in analyzing a value of  $Z_i$  that makes the project managers report the real expected cost (mean) to the portfolio manager. In other words, we are interested in determining the value of  $Z_i$  that makes the proposed mean  $X_i$  equal to  $\mu_i$ , which requires

$$\begin{aligned} X_i &= \frac{\sum_{j=1}^n \sigma_j}{\sum_{j \neq i} \sigma_j} (\mu_i + \sigma_i Z_i) - \frac{\sigma_i}{\sum_{j \neq i} \sigma_j} \left( B - \sum_{j \neq i} \mu_j \right) \\ &= \mu_i. \end{aligned} \quad (3.13)$$

Based on this equation, the value of  $Z_i$  is as in (3.11) (derivation is shown in Lemma 5 of Appendix A).

This result is not surprising because it is reasonable that the value of  $Z_i$  that makes project managers receive their ideal budget also incentivizes them to propose the real expected cost to their superior.

### 3.3.4. Discussion

For the special case where the total budget  $B$  is not binding, the budget allocation is optimal when the ratio between the over budget penalty  $k_i$  and the under budget penalty  $l_i$  is equal to the ratio between the organizational opportunity costs  $\beta$  and  $\gamma$  ( $\frac{k_i}{l_i} = \frac{\beta}{\gamma}$ ). For the two cases when the total budget is binding, any value of  $Z_i$  that satisfies (3.8) will make the budget allocation optimal for the portfolio manager, while the value of  $Z_i$  that satisfies (3.11) is the only option to optimize the budget allocation for the project managers. Additionally, the value of  $Z_i$  in (3.11) is also the optimal value to motivate the project managers to report real project information (truth telling). Therefore, solving for the value of  $Z_i$  which satisfies (3.8) and (3.11), we obtain the ratio between  $k_i$  and  $l_i$  that satisfies (3.12).

However, it is impossible that each project manager receives their ideal budget when the total budget is binding. Hence, in practice if the portfolio manager experiences a budget which is binding it must be the case that the ratio between  $k_i$  and  $l_i$  exceeds the ideal in (3.12) for at least one project manager. That is, for some project manager  $h$

$$\frac{k_h}{l_h} > \frac{\Phi\left(\frac{B - \sum_{j=1}^n \mu_j}{\sum_{j=1}^n \sigma_j}\right)}{1 - \Phi\left(\frac{B - \sum_{j=1}^n \mu_j}{\sum_{j=1}^n \sigma_j}\right)}. \quad (3.14)$$

The ratio between the over budget penalty  $k_h$  and the under budget penalty  $l_h$  is larger than 1 when the total budget  $B$  is moderately tight ( $B > \sum_{i=1}^n \mu_i$ ), so  $k_h$  is larger than  $l_h$ , which gives the project managers an incentive to create budgetary slack. On the other hand, the lower

bound is smaller than 1 when the total budget  $B$  is extremely tight ( $B < \sum_{i=1}^n \mu_i$ ), so the ratio between  $k_h$  and  $l_h$  can be smaller than 1. Thus,  $k_h$  is smaller than  $l_h$ . This encourages the project managers to propose a smaller mean, therefore, increasing the likelihood of going over budget. In either case, to induce the project manager to tell the truth, the portfolio manager needs to reduce the ratio  $\frac{k_h}{l_h}$  by either reducing  $k_h$  or increasing  $l_h$ . This result is counter intuitive as it suggests reducing over budget penalties and/or increasing under budget penalties when budgets are tight. Intuitively, one would expect that being over (under) budget would be a greater (lesser) concern when budgets are tight, but our results show that using coefficients which reflect this will only encourage dishonesty between project managers and portfolio managers, whereas doing the reverse will reduce the incentives for dishonesty.

This leads to our primary recommendation for portfolio managers. Initially, coefficients should be set to reflect the interests of the organization the portfolio manager represents,  $k_i = \beta$  and  $l_i = \gamma$ . If this does not result in tight budgets with project managers misrepresenting their budgetary needs to gain budgetary slack, then the coefficients can be left unchanged. Otherwise, over budget penalties should be reduced and/or under budget penalties increased until the project managers are induced to tell the truth. The resulting truth-inducing incentive scheme for the general case of  $n$  projects is

$$R_i = \begin{cases} W_i - k_i(C_i - b_i), & \text{if } C_i \geq b_i \\ W_i - l_i(b_i - C_i), & \text{if } C_i < b_i \end{cases} \quad (3.15)$$

where  $\frac{k_i}{l_i} = \frac{\Phi\left(\frac{B - \sum_{i=1}^n \mu_i}{\sum_{i=1}^n \sigma_i}\right)}{1 - \Phi\left(\frac{B - \sum_{i=1}^n \mu_i}{\sum_{i=1}^n \sigma_i}\right)}$  or  $\frac{k_i}{l_i} = \frac{\beta}{\gamma}$ .

#### 4. SIMULATION STUDY

To further understand the impact of the ratio between  $k_i$  and  $l_i$ , we conducted a simulation study using the statistical software R. The purpose of this simulation study is to investigate the influence of both the coefficients' ratio and the amount of the total budget on the project managers' proposed budget and the budget allocation.

The exact parameter values we use are described in Table 1. Expected project costs (mean)  $\mu_i$  and the standard deviations of project cost  $\sigma_i$  are randomly generated for six different sets with varying numbers of projects under the given conditions, each including five thousand problem instances. To manipulate the ratio between the two coefficients, the under budget penalty  $l_i$  is fixed at 1, while the over budget penalty  $k_i$  varies over eight values. Four values of  $k_i$  are smaller than  $l_i$  which indicates the extremely tight budget case ( $B < \sum_{i=1}^n \mu_i$ ) and other four values of  $k_i$  are larger than  $l_i$  which indicates the moderately tight budget case ( $B > \sum_{i=1}^n \mu_i$ ). Values of  $Z_i$  are calculated using  $k_i$  and  $l_i$ . To examine the effect of the amount of the total budget on the budget allocation, we set the total budget to three different amounts. In addition, as mentioned in Section 3.3, the relationship between the total budget and the sum of the real means has direct impact on the ratio between the over and under budget penalty coefficients. Thus, we consider the two situations separately. When the total budget is extremely tight ( $B < \sum_{i=1}^n \mu_i$ ), the total budget is 30%, 50%, and 70% of the amount needed to fund all projects at the ideal level based on the standard score  $Z_i$  ( $B = a * \sum_{i=1}^n b'_i, a = 0.3, 0.5, 0.7$ ). In contrast, when the total budget is moderately tight ( $B > \sum_{i=1}^n \mu_i$ ), the total budget is calculated as 30%, 50%, and 70% of the amount over the expected cost needed to fund all projects at the ideal level ( $B = \sum_{i=1}^n \mu_i + c * Z * \sum_{i=1}^n \sigma_i, c = 0.3, 0.5, 0.7$ ). The proposed mean  $X_i$ , the actual allocated budget  $b_i$ , and the portfolio manager's ideal budget  $b_i^*$  are then calculated according to

the generated expected project costs and the standard deviations, the values of  $Z_i$ , and the total budget. Two slack rates are used to interpret the impact of the value of the coefficients' ratio and the amount of the total budget on the project managers' proposed mean and the budget allocation. Slack rate 1 (SR1) is calculated by the difference between the proposed mean  $X_i$  and the real mean  $\mu_i$  over the real mean  $(\frac{X_i - \mu_i}{\mu_i})$ . Slack rate 2 (SR2) is the difference between the actual allocated budget  $b_i$  and the portfolio manager's ideal budget  $b_i^*$  over the portfolio manager's ideal budget  $b_i^*$   $(\frac{b_i - b_i^*}{b_i^*})$ . SR1 tests the impact on the project managers' behavior while SR2 tests the impact on the actual budget allocation.

Table 1

*Parameter Values Used for Simulation Study*

Parameter	Values
Number of projects ( $n$ )	2, 3, 5, 10, 15, and 20
Penalty per dollar over budget ( $k_i$ )	0.1, 0.25, 0.5, and 0.8, when $B < \sum_{i=1}^n \mu_i$ ; 1.25, 2, 4, and 10, when $B > \sum_{i=1}^n \mu_i$ .
Penalty per dollar under budget ( $l_i$ )	Fixed $l_i$ as 1, to control the ratio.
Expected project cost ( $\mu_i$ )	Randomly generated from a continuous uniform [20, 25] distribution.
Standard deviation of project cost ( $\sigma_i$ )	Randomly generated from a continuous uniform [ $0.2\mu_i$ , $0.3\mu_i$ ] distribution.
Total budget ( $B$ )	30%, 50%, and 70% of the amount needed to fund all projects at the ideal level when $B < \sum_{i=1}^n \mu_i$ ; 30%, 50%, and 70% of the amount of the standard deviation to fund all projects at the ideal level when $B > \sum_{i=1}^n \mu_i$ .

## 5. RESULTS

This section discusses the results from our simulation study. Complete results are shown in Tables B1 and B2 in Appendix B.

For both moderately tight and extremely tight budgets the overall trend for SR1 is the same and can be seen in Figures 1 and 2. As suggested by our analysis, smaller over budget penalties lead to less misrepresentation of budgetary needs by project managers. Also of note is the degree to which project managers exaggerate their budgetary needs. Though the SR1 values are unsurprisingly higher with extremely tight budgets, that project managers can request more than double the actual project needs on average is surprising. Even with moderately tight budgets inflating expected costs by nearly 50% on average was observed. These effects are strongest for smaller portfolio with fewer projects.

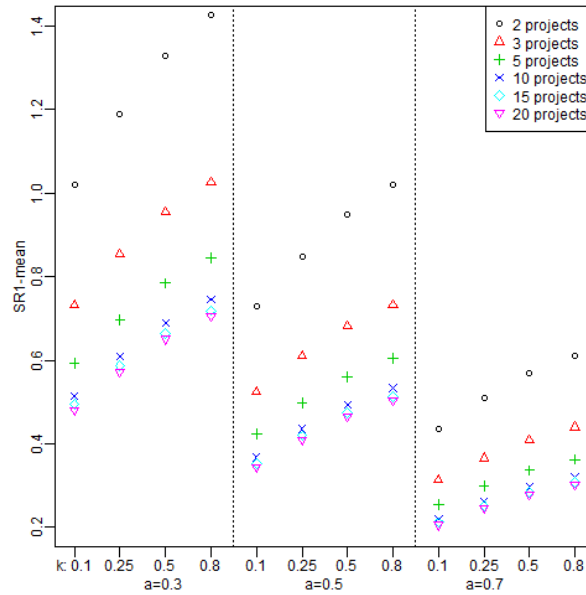


Figure 1. SR1 Mean with Extremely Tight Budget ( $B < \sum_{i=1}^n \mu_i$ )

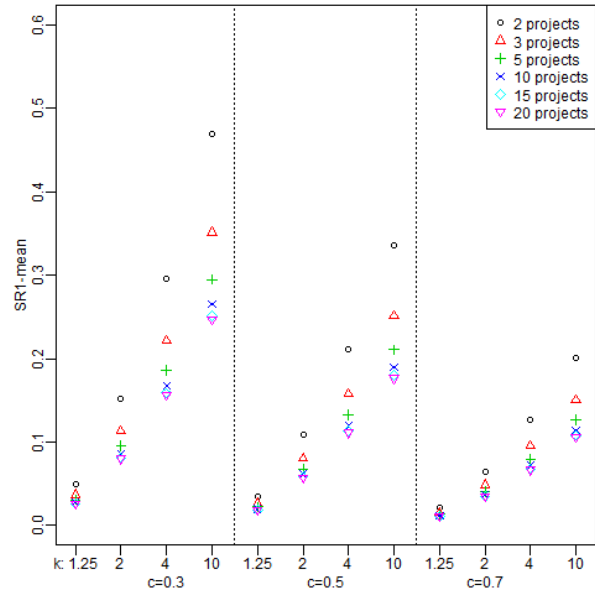


Figure 2. SR1 Mean with Moderately Tight Budget ( $B > \sum_{i=1}^n \mu_i$ )

For SR2 we see the trend reverse as can be seen in Figures 3 and 4. That is, smaller over budget penalties lead to greater budget misallocations even though the project managers exaggerate the budgetary needs less. This effect occurs because large exaggerations of budgetary needs lead to an overall inflated budgetary need. Relative to the overall inflated budgetary needs the individual projects inflated mean costs have less substantial impact on the budget allocation. Again, the degree to which the allocated budget can deviate from the ideal is worth noting. Though smaller than the SR1 values, substantial average slack rates close to 17% were observed for SR2. As with SR1, the effects are strongest with smaller portfolios.



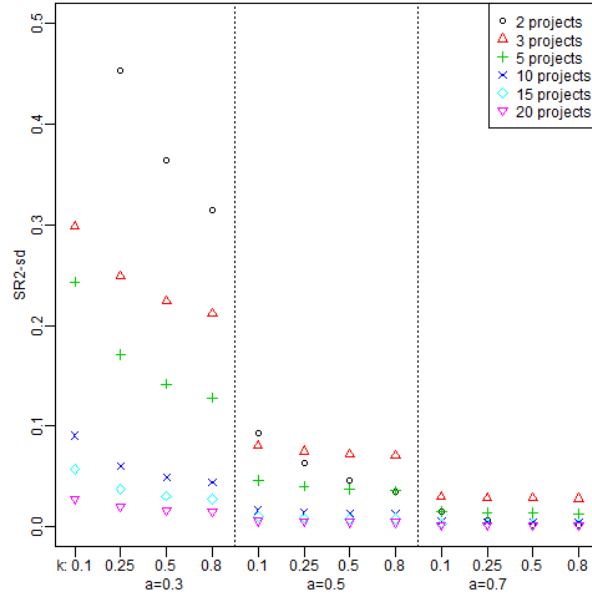


Figure 3. SR2 Standard Deviation with Extremely Tight Budget ( $B < \sum_{i=1}^n \mu_i$ )

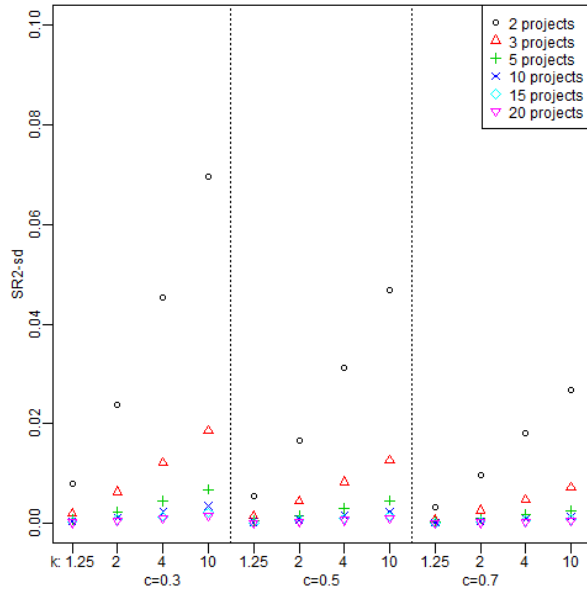


Figure 4. SR2 Standard Deviation with Moderately Tight Budget ( $B > \sum_{i=1}^n \mu_i$ )

In conclusion, a smaller over budget would stimulate project managers to report the accurate expected costs to the portfolio manager.

## **6. CONCLUSION AND FUTURE RESEARCH**

The central problem we investigate in this study is to identify the value of key coefficients in a truth-inducing incentive scheme for portfolio managers to use when allocating budgets across projects. We have shown that these coefficients should initially be set equal to organizational costs for being over or under budget. However, if this results in project managers misrepresenting project budgetary needs to inflate their budgets, over budget penalties should be reduced and/or under budget penalties increased until the project managers are induced to tell the truth. A simulation study confirmed our results and highlighted the large amounts of slack that can result from using the wrong coefficients.

Future research could explore relaxing the assumptions in our model. Specifically, the portfolio manager's knowledge of standard deviations and the project managers' knowledge of each other's costs can be relaxed to add more information asymmetry to the model. In addition, the assumption that project managers assume other project managers report their true expected costs can be relaxed to create a more complex and realistic dynamic.

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## APPENDIX A. PROOFS OF LEMMAS

In Appendix A, we show the derivation of key parameters in our work.

**Lemma 1.** The derivation for the proposed mean  $X_i$ . From (3.4) we have the following:

$$X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} \left( B - X_i - \sum_{j \neq i} \mu_j \right) = \mu_i + \sigma_i Z_i,$$

$$\frac{\sum_{j \neq i} \sigma_i}{\sum_{i=1}^n \sigma_i} X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} \left( B - \sum_{j \neq i} \mu_j \right) = \mu_i + \sigma_i Z_i,$$

$$\frac{\sum_{j \neq i} \sigma_i}{\sum_{i=1}^n \sigma_i} X_i = \mu_i + \sigma_i Z_i - \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} \left( B - \sum_{j \neq i} \mu_j \right),$$

$$X_i = \frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_i} (\mu_i + \sigma_i Z_i) - \frac{\sigma_i}{\sum_{j \neq i} \sigma_i} \left( B - \sum_{j \neq i} \mu_j \right).$$

**Lemma 2.** The derivation for actual allocated budget  $b_i$  in (3.6). As indicated in Proposition 1,

$$b_i = X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} \left( B - \sum_{i=1}^n X_i \right),$$

where  $X_i = \frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_i} (\mu_i + \sigma_i Z_i) - \frac{\sigma_i}{\sum_{j \neq i} \sigma_i} (B - \sum_{j \neq i} \mu_j)$  as proved in Lemma 1.

Replace  $\frac{\sigma_i}{\sum_{j \neq i} \sigma_i}$  by using  $\rho_i$ ,

$$\begin{aligned} X_i &= (\mu_i + \sigma_i Z_i)(\rho_i + 1) - \rho_i \left( B - \sum_{j \neq i} \mu_j \right) = (\mu_i + \sigma_i Z_i)(\rho_i + 1) - \rho_i \left[ B - \left( \sum_{j=1}^n \mu_j - \mu_i \right) \right] \\ &= \mu_i + (\rho_i + 1)\sigma_i Z_i - \rho_i \left( B - \sum_{i=1}^n \mu_i \right). \end{aligned}$$

Replace the  $X_i$  to calculate  $b_i$ ,

$$b_i = X_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} \left( B - \sum_{i=1}^n X_i \right) = X_i + \frac{\rho_i}{\rho_i + 1} \left( B - \sum_{i=1}^n X_i \right)$$

$$\begin{aligned}
&= \mu_i + (\rho_i + 1)\sigma_i Z_i - \rho_i \left( B - \sum_{i=1}^n \mu_i \right) + \frac{\rho_i}{\rho_i + 1} \left[ B - \sum_{i=1}^n [\mu_i + (\rho_i + 1)\sigma_i Z_i - \rho_i \left( B - \sum_{i=1}^n \mu_i \right)] \right] \\
&= \mu_i + (\rho_i + 1)\sigma_i Z_i + \frac{\rho_i}{\rho_i + 1} \left( \sum_{j=1}^n \rho_j - \rho_i \right) \left( B - \sum_{i=1}^n \mu_i \right) - \frac{\rho_i}{\rho_i + 1} \sum_{i=1}^n (\rho_i + 1)\sigma_i Z_i \\
&= \mu_i + \sigma_i Z_i + \frac{\rho_i (\sum_{j=1}^n \rho_j - \rho_i)}{\rho_i + 1} \left( B - \sum_{i=1}^n \mu_i \right) - \frac{\rho_i}{\rho_i + 1} \left[ \sum_{j=1}^n (\rho_j + 1)\sigma_j Z_j - (\rho_i + 1)\sigma_i Z_i \right] \\
&= \mu_i + \sigma_i Z_i + \frac{\rho_i (\sum_{j \neq i} \rho_j)}{\rho_i + 1} \left( B - \sum_{i=1}^n \mu_i \right) - \frac{\rho_i}{\rho_i + 1} \left[ \sum_{j \neq i} (\rho_j + 1)\sigma_j Z_j \right] \\
&= \left( 1 - \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \right) \mu_i + \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \left( B - \sum_{j \neq i} \mu_j \right) + \sigma_i Z_i - \frac{\rho_i}{\rho_i + 1} \sum_{j \neq i} (\rho_j + 1)\sigma_j Z_j
\end{aligned}$$

**Lemma 3.** Derivation of  $Z_i$  in (3.8) when  $b_i = b_i^*$ .

Replace  $\frac{\sigma_i}{\sum_{j \neq i} \sigma_i}$  by using  $\rho_i$  in  $b_i^*$ ,

$$\begin{aligned}
b_i^* &= \mu_i + \frac{\sigma_i}{\sum_{i=1}^n \sigma_i} \left( B - \sum_{i=1}^n \mu_i \right) = \frac{1}{\rho_i + 1} \mu_i + \frac{\rho_i}{\rho_i + 1} \left( B - \sum_{j \neq i} \mu_j \right), \\
b_i &= \left( 1 - \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \right) \mu_i + \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \left( B - \sum_{j \neq i} \mu_j \right) + \sigma_i Z_i - \frac{\rho_i}{\rho_i + 1} \sum_{j \neq i} (\rho_j + 1)\sigma_j Z_j \\
&= b_i^* = \frac{1}{\rho_i + 1} \mu_i + \frac{\rho_i}{\rho_i + 1} \left( B - \sum_{j \neq i} \mu_j \right) \left[ 1 - \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} - \frac{1}{\rho_i + 1} \right] \mu_i + \\
&\quad \left[ \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} - \frac{\rho_i}{\rho_i + 1} \right] \left( B - \sum_{j \neq i} \mu_j \right) + \sigma_i Z_i - \frac{\rho_i}{\rho_i + 1} \sum_{j \neq i} (\rho_j + 1)\sigma_j Z_j = 0, \\
Z_i &= \frac{\rho_i}{(\rho_i + 1)\sigma_i} \sum_{j \neq i} (\rho_j + 1)\sigma_j Z_j + \frac{1}{\sigma_i} \left[ \frac{\rho_i (\sum_{j \neq i} \rho_j - 1)}{\rho_i + 1} \right] \left[ B - \sum_{i=1}^n \mu_i \right]
\end{aligned}$$

Replace  $\rho_i$  by using  $\frac{\sigma_i}{\sum_{j \neq i} \sigma_i}$  in  $Z_i$ ,

$$\begin{aligned}
&= \frac{1}{\sum_{i=1}^n \sigma_i} \left[ \sum_{j \neq i} \frac{\sum_{h=1}^n \sigma_j}{\sum_{h \neq j} \sigma_h} \sigma_h Z_h \right] + \frac{1}{\sum_{i=1}^n \sigma_i} \left[ 1 - \left( \sum_{j \neq i} \frac{\sigma_j}{\sum_{h \neq j} \sigma_h} \right) \right] \left( B - \sum_{i=1}^n \mu_i \right) \\
\Rightarrow Z_i &= \sum_{j \neq i} \frac{\sigma_j Z_j}{\sum_{h \neq j} \sigma_h} + \frac{B - \sum_{i=1}^n \mu_i}{\sum_{i=1}^n \sigma_i} \left( 1 - \sum_{j \neq i} \frac{\sigma_j}{\sum_{h \neq j} \sigma_h} \right).
\end{aligned}$$

**Lemma 4.** Derivation of  $Z_i$  in (3.11) when  $b_i = b'_i$ .

$$b_i = \left( 1 - \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \right) \mu_i + \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \left( B - \sum_{j \neq i} \mu_j \right) + \sigma_i Z_i - \frac{\rho_i}{\rho_i + 1} \sum_{j \neq i} (\rho_j + 1) \sigma_j Z_j = b'_i$$

$$= \mu_i + Z_i \sigma,$$

$$\Rightarrow \left( \frac{\rho_i \sum_{j \neq i} \rho_j}{\rho_i + 1} \right) (B - \sum_{i=1}^n \mu_i) - \frac{\rho_i}{\rho_i + 1} \sum_{j \neq i} (\rho_j + 1) \sigma_j Z_j = 0.$$

Rewrite the equation using matrices:

$$C = \begin{pmatrix} \left( \frac{\rho_1(\rho_2 + \rho_3 + \dots + \rho_n)}{\rho_1 + 1} \right) \left( B - \sum_{i=1}^n \mu_i \right) \\ \left( \frac{\rho_2(\rho_1 + \rho_3 + \dots + \rho_n)}{\rho_2 + 1} \right) \left( B - \sum_{i=1}^n \mu_i \right) \\ \vdots \\ \left( \frac{\rho_n(\rho_1 + \rho_2 + \dots + \rho_{n-1})}{\rho_n + 1} \right) \left( B - \sum_{i=1}^n \mu_i \right) \end{pmatrix},$$

$$A = \begin{pmatrix} 0 & \frac{\rho_1}{\rho_1 + 1} (\rho_2 + 1) \sigma_2 & \dots & \frac{\rho_1}{\rho_1 + 1} (\rho_n + 1) \sigma_n \\ \frac{\rho_2}{\rho_2 + 1} (\rho_1 + 1) \sigma_1 & 0 & \dots & \frac{\rho_2}{\rho_2 + 1} (\rho_n + 1) \sigma_n \\ \vdots & \vdots & \ddots & \vdots \\ \frac{\rho_n}{\rho_n + 1} (\rho_1 + 1) \sigma_1 & \frac{\rho_n}{\rho_n + 1} (\rho_2 + 1) \sigma_2 & \dots & 0 \end{pmatrix},$$

$$Z_i = \begin{pmatrix} Z_1 \\ Z_2 \\ \vdots \\ Z_n \end{pmatrix},$$

$$C - A * Z_i = 0.$$

Using Gaussian Elimination in Shores (2007).



$$Z_1 = Z_2 = \dots = Z_n = \frac{B - \sum_{i=1}^n \mu_i}{\sum_{i=1}^n \sigma_i}.$$

**Lemma 5.** Derivation of  $Z_i$  in (3.13) when  $X_i = \mu_i$ .

$$X_i = \frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_i} (\mu_i + \sigma_i Z_i) - \frac{\sigma_i}{\sum_{j \neq i} \sigma_i} \left( B - \sum_{j \neq i} \mu_j \right) = \mu_i.$$

Simplify  $X_i$  as follows,

$$\begin{aligned} X_i &= \frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_i} (\mu_i + \sigma_i Z_i) - \frac{\sigma_i}{\sum_{j \neq i} \sigma_i} \left( B - \sum_{j \neq i} \mu_j \right) \\ &= \mu_i + \frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_i} \sigma_i Z_i - \frac{\sigma_i}{\sum_{j \neq i} \sigma_i} \left( B - \sum_{j=1}^n \mu_j \right). \end{aligned}$$

When  $X_i = \mu_i$ ,  $\mu_i + \frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_i} \sigma_i Z_i - \frac{\sigma_i}{\sum_{j \neq i} \sigma_i} (B - \sum_{j=1}^n \mu_j) = \mu_i$ .

$$\frac{\sum_{i=1}^n \sigma_i}{\sum_{j \neq i} \sigma_i} \sigma_i Z_i - \frac{\sigma_i}{\sum_{j \neq i} \sigma_i} (B - \sum_{j=1}^n \mu_j) = 0.$$

$$Z_i = \frac{B - \sum_{j=1}^n \mu_j}{\sum_{i=1}^n \sigma_i}.$$

## APPENDIX B. SIMULATION RESULTS

Table B1

*Simulation Results for  $B < \sum_{i=1}^n \mu_i$*

n	a	$k_i$	$l_i$	SR1-mean	SR1-sd	SR1-min	SR1-max	SR2-mean	SR2-sd	SR2-min	SR2-max
2	0.3	0.1	1	0.9486	0.1876	0.8159	1.0813	0.1641	0.6277	-0.2798	0.6079
2	0.3	0.25	1	1.2120	0.2185	0.9675	1.2765	0.1091	0.5582	-0.2856	0.5039
2	0.3	0.5	1	1.2691	0.2499	1.0924	1.4457	0.0884	0.5476	-0.2989	0.4756
2	0.3	0.8	1	1.3731	0.2747	1.1789	1.5673	0.0762	0.5501	-0.3128	0.4652
2	0.5	0.1	1	0.6763	0.1295	0.5847	0.7679	0.0232	0.2199	-0.1323	0.1787
2	0.5	0.25	1	0.8020	0.1598	0.6889	0.9150	0.0175	0.2229	-0.1401	0.1751
2	0.5	0.5	1	0.9063	0.1787	0.7799	1.0326	0.0129	0.2185	-0.1416	0.1674
2	0.5	0.8	1	0.9805	0.1935	0.8436	1.1173	0.0108	0.2181	-0.1435	0.1650
2	0.7	0.1	1	0.4058	0.0785	0.3504	0.4613	0.0048	0.0918	-0.0601	0.0697
2	0.7	0.25	1	0.4812	0.0952	0.4139	0.5485	0.0030	0.0934	-0.0631	0.0690
2	0.7	0.5	1	0.5441	0.1075	0.4681	0.6201	0.0018	0.0928	-0.0639	0.0674
2	0.7	0.8	1	0.5879	0.1134	0.5077	0.6681	0.0010	0.0908	-0.0632	0.0652
3	0.3	0.1	1	0.7047	0.1132	0.6002	0.8152	0.0813	0.4585	-0.2816	0.5456
3	0.3	0.25	1	0.8352	0.1346	0.7108	0.9664	0.0661	0.2769	-0.1465	0.3663
3	0.3	0.5	1	0.9439	0.1518	0.8033	1.0915	0.0488	0.2536	-0.1522	0.3201
3	0.3	0.8	1	1.0208	0.1641	0.8691	1.1807	0.0416	0.2449	-0.1542	0.3028
3	0.5	0.1	1	0.5031	0.0807	0.4285	0.5819	0.0129	0.0990	-0.0684	0.1172
3	0.5	0.25	1	0.5967	0.0958	0.5083	0.6903	0.0089	0.0957	-0.0710	0.1092
3	0.5	0.5	1	0.6742	0.1080	0.5739	0.7791	0.0066	0.0933	-0.0726	0.1035
3	0.5	0.8	1	0.7292	0.1171	0.6209	0.8434	0.0053	0.0938	-0.0744	0.1027
3	0.7	0.1	1	0.3019	0.0486	0.2570	0.3493	0.0025	0.0400	-0.0313	0.0441
3	0.7	0.25	1	0.3582	0.0573	0.3052	0.4141	0.0014	0.0393	-0.0323	0.0421
3	0.7	0.5	1	0.4045	0.0650	0.3445	0.4679	0.0009	0.0391	-0.0330	0.0409
3	0.7	0.8	1	0.4375	0.0701	0.3728	0.5059	0.0005	0.0389	-0.0333	0.0402
5	0.3	0.1	1	0.5849	0.0818	0.4897	0.6863	0.0383	0.3408	-0.3020	0.4808
5	0.3	0.25	1	0.6932	0.0968	0.5798	0.8125	0.0354	0.1393	-0.0775	0.2533
5	0.3	0.5	1	0.7836	0.1096	0.6551	0.9185	0.0257	0.1215	-0.0787	0.2113
5	0.3	0.8	1	0.8474	0.1180	0.7083	0.9928	0.0210	0.1137	-0.0800	0.1924
5	0.5	0.1	1	0.4177	0.0584	0.3494	0.4900	0.0065	0.0456	-0.0356	0.0742
5	0.5	0.25	1	0.4954	0.0692	0.4147	0.5812	0.0045	0.0435	-0.0373	0.0679
5	0.5	0.5	1	0.5597	0.0783	0.4684	0.6566	0.0033	0.0422	-0.0381	0.0637
5	0.5	0.8	1	0.6054	0.0852	0.5061	0.7106	0.0027	0.0417	-0.0390	0.0621
5	0.7	0.1	1	0.2507	0.0352	0.2094	0.2940	0.0013	0.0179	-0.0166	0.0267
5	0.7	0.25	1	0.2971	0.0419	0.2482	0.3488	0.0007	0.0177	-0.0173	0.0256
5	0.7	0.5	1	0.3358	0.0472	0.2808	0.3939	0.0004	0.0174	-0.0176	0.0245
5	0.7	0.8	1	0.3632	0.0512	0.3029	0.4262	0.0003	0.0174	-0.0180	0.0242
10	0.3	0.1	1	0.5191	0.0660	0.4263	0.6160	0.0134	0.1747	-0.2467	0.3000
10	0.3	0.25	1	0.6152	0.0780	0.5051	0.7296	0.0158	0.0600	-0.0353	0.1483

(Continued)

Table B1. *Simulation Results for  $B < \sum_{i=1}^n \mu_i$  (continued)*

n	c	$k_i$	$l_i$	SR1- mean	SR1-sd	SR1- min	SR1- max	SR2- mean	SR2-sd	SR2- min	SR2- max
10	0.3	0.5	1	0.6951	0.0878	0.5708	0.8236	0.0111	0.0507	-0.0366	0.1179
10	0.3	0.8	1	0.7518	0.0953	0.6174	0.8917	0.0094	0.0480	-0.0373	0.1089
10	0.5	0.1	1	0.3707	0.0471	0.3041	0.4396	0.0029	0.0188	-0.0169	0.0404
10	0.5	0.25	1	0.4393	0.0556	0.3605	0.5209	0.0020	0.0178	-0.0176	0.0362
10	0.5	0.5	1	0.4965	0.0633	0.4069	0.5891	0.0015	0.0173	-0.0183	0.0342
10	0.5	0.8	1	0.5370	0.0680	0.4409	0.6367	0.0012	0.0170	-0.0186	0.0328
10	0.7	0.1	1	0.2224	0.0282	0.1826	0.2639	0.0006	0.0073	-0.0079	0.0143
10	0.7	0.25	1	0.2636	0.0335	0.2162	0.3125	0.0003	0.0071	-0.0082	0.0134
10	0.7	0.5	1	0.2979	0.0379	0.2445	0.3534	0.0002	0.0071	-0.0085	0.0130
10	0.7	0.8	1	0.3222	0.0408	0.2644	0.3821	0.0001	0.0070	-0.0086	0.0127
15	0.3	0.1	1	0.5002	0.0614	0.4076	0.5959	0.0164	0.0752	-0.0694	0.2069
15	0.3	0.25	1	0.5929	0.0728	0.4828	0.7058	0.0098	0.0371	-0.0231	0.1048
15	0.3	0.5	1	0.6699	0.0822	0.5457	0.7975	0.0070	0.0318	-0.0242	0.0842
15	0.3	0.8	1	0.7245	0.0890	0.5901	0.8628	0.0059	0.0300	-0.0248	0.0768
15	0.5	0.1	1	0.3573	0.0438	0.2913	0.4252	0.0018	0.0118	-0.0111	0.0284
15	0.5	0.25	1	0.4234	0.0520	0.3450	0.5042	0.0013	0.0111	-0.0117	0.0254
15	0.5	0.5	1	0.4785	0.0588	0.3896	0.5695	0.0009	0.0108	-0.0121	0.0238
15	0.5	0.8	1	0.5175	0.0637	0.4215	0.6164	0.0008	0.0106	-0.0124	0.0231
15	0.7	0.1	1	0.2144	0.0263	0.1747	0.2553	0.0004	0.0046	-0.0052	0.0100
15	0.7	0.25	1	0.2540	0.0312	0.2068	0.3022	0.0002	0.0045	-0.0055	0.0093
15	0.7	0.5	1	0.2871	0.0353	0.2338	0.3418	0.0001	0.0044	-0.0056	0.0090
15	0.7	0.8	1	0.3105	0.0381	0.2528	0.3692	0.0000	0.0044	-0.0057	0.0087
20	0.3	0.1	1	0.4913	0.0595	0.3987	0.5861	0.0135	0.0501	-0.0321	0.1686
20	0.3	0.25	1	0.5822	0.0704	0.4723	0.6944	0.0071	0.0267	-0.0173	0.0811
20	0.3	0.5	1	0.6580	0.0796	0.5337	0.7844	0.0052	0.0231	-0.0181	0.0656
20	0.3	0.8	1	0.7116	0.0860	0.5770	0.8485	0.0043	0.0217	-0.0186	0.0592
20	0.5	0.1	1	0.3509	0.0424	0.2847	0.4188	0.0014	0.0086	-0.0083	0.0222
20	0.5	0.25	1	0.4158	0.0502	0.3374	0.4959	0.0009	0.0081	-0.0088	0.0196
20	0.5	0.5	1	0.4700	0.0567	0.3813	0.5605	0.0007	0.0078	-0.0091	0.0183
20	0.5	0.8	1	0.5083	0.0614	0.4121	0.6061	0.0006	0.0077	-0.0093	0.0178
20	0.7	0.1	1	0.2105	0.0255	0.1707	0.2510	0.0003	0.0033	-0.0039	0.0077
20	0.7	0.25	1	0.2495	0.0302	0.2023	0.2977	0.0002	0.0032	-0.0041	0.0072
20	0.7	0.5	1	0.2820	0.0341	0.2286	0.3364	0.0000	0.0032	-0.0042	0.0069
20	0.7	0.8	1	0.3050	0.0368	0.2474	0.3636	0.0000	0.0032	-0.0043	0.0068

Table B2

Simulation Results for  $B > \sum_{i=1}^n \mu_i$

n	c	$k_i$	$l_i$	SR1-mean	SR1-sd	SR1-min	SR1-max	SR2-mean	SR2-sd	SR2-min	SR2-max
2	0.3	1.25	1	0.0495	0.0097	0.0427	0.0564	-0.0001	0.0052	-0.0038	0.0004
2	0.3	2	1	0.1534	0.0302	0.1320	0.1747	-0.0003	0.0158	-0.0115	0.0108
2	0.3	4	1	0.2992	0.0575	0.2585	0.3399	-0.0007	0.0294	-0.0215	0.0201
2	0.3	10	1	0.4737	0.0919	0.4087	0.5386	-0.0011	0.0453	-0.0331	0.0309
2	0.5	1.25	1	0.0355	0.0069	0.0306	0.0404	-0.0001	0.0037	-0.0027	0.0025
2	0.5	2	1	0.1092	0.0211	0.0943	0.1242	-0.0003	0.0110	-0.0080	0.0075
2	0.5	4	1	0.2137	0.0416	0.1843	0.2432	-0.0005	0.0205	-0.0150	0.0139
2	0.5	10	1	0.3395	0.0659	0.2929	0.3861	-0.0009	0.0308	-0.0226	0.0209
2	0.7	1.25	1	0.0213	0.0041	0.0183	0.0242	-0.0000	0.0022	-0.0016	0.0015
2	0.7	2	1	0.0657	0.0131	0.0565	0.0750	-0.0001	0.0066	-0.0048	0.0045
2	0.7	4	1	0.1279	0.0251	0.1101	0.1456	-0.0003	0.0119	-0.0087	0.0081
2	0.7	10	1	0.2038	0.0396	0.1758	0.2318	-0.0005	0.0174	-0.0128	0.0117
3	0.3	1.25	1	0.0370	0.0059	0.0314	0.0427	-0.0000	0.0022	-0.0020	0.0021
3	0.3	2	1	0.1139	0.0182	0.0970	0.1316	-0.0002	0.0065	-0.0060	0.0064
3	0.3	4	1	0.2225	0.0358	0.1893	0.2573	-0.0003	0.0125	-0.0115	0.0122
3	0.3	10	1	0.3530	0.0566	0.3003	0.4079	-0.0006	0.0190	-0.0175	0.0185
3	0.5	1.25	1	0.0263	0.0043	0.0224	0.0305	-0.0000	0.0015	-0.0014	0.0015
3	0.5	2	1	0.0814	0.0131	0.0692	0.0941	-0.0001	0.0046	-0.0042	0.0046
3	0.5	4	1	0.1588	0.0256	0.1350	0.1836	-0.0003	0.0086	-0.0079	0.0084
3	0.5	10	1	0.2518	0.0402	0.2142	0.2907	-0.0004	0.0128	-0.0119	0.0124
3	0.7	1.25	1	0.0158	0.0025	0.0135	0.0183	-0.0000	0.0009	-0.0008	0.0009
3	0.7	2	1	0.0488	0.0078	0.0416	0.0563	-0.0001	0.0027	-0.0025	0.0026
3	0.7	4	1	0.0953	0.0154	0.0810	0.1103	-0.0002	0.0050	-0.0046	0.0049
3	0.7	10	1	0.1511	0.0242	0.1287	0.1747	-0.0003	0.0073	-0.0067	0.0071
5	0.3	1.25	1	0.0307	0.0043	0.0256	0.0359	-0.0000	0.0010	-0.0011	0.0013
5	0.3	2	1	0.0946	0.0131	0.0792	0.1107	-0.0001	0.0029	-0.0032	0.0038
5	0.3	4	1	0.1847	0.0258	0.1544	0.2164	-0.0002	0.0055	-0.0062	0.0073
5	0.3	10	1	0.2927	0.0411	0.2445	0.3433	-0.0003	0.0084	-0.0095	0.0111
5	0.5	1.25	1	0.0219	0.0031	0.0183	0.0257	-0.0000	0.0007	-0.0008	0.0009
5	0.5	2	1	0.0676	0.0095	0.0564	0.0792	-0.0001	0.0020	-0.0023	0.0027
5	0.5	4	1	0.1321	0.0185	0.1103	0.1547	-0.0001	0.0038	-0.0043	0.0049
5	0.5	10	1	0.2094	0.0293	0.1750	0.2553	-0.0002	0.0056	-0.0064	0.0073
5	0.7	1.25	1	0.0131	0.0018	0.0110	0.0154	-0.0000	0.0004	-0.0005	0.0005
5	0.7	2	1	0.0405	0.0057	0.0338	0.0475	-0.0000	0.0012	-0.0013	0.0015
5	0.7	4	1	0.0791	0.0111	0.0661	0.0927	-0.0001	0.0022	-0.0025	0.0028
5	0.7	10	1	0.1255	0.0175	0.1050	0.1470	-0.0001	0.0032	-0.0037	0.0041
10	0.3	1.25	1	0.0272	0.0034	0.0223	0.0322	-0.0000	0.0004	-0.0005	0.0007
10	0.3	2	1	0.0838	0.0106	0.0688	0.0993	-0.0000	0.0012	-0.0016	0.0020
10	0.3	4	1	0.1640	0.0208	0.1344	0.1942	-0.0001	0.0022	-0.0030	0.0037
10	0.3	10	1	0.2601	0.0329	0.2134	0.3081	-0.0001	0.0034	-0.0046	0.0057
10	0.5	1.25	1	0.0194	0.0025	0.0159	0.0230	-0.0000	0.0002	-0.0004	0.0005
10	0.5	2	1	0.0599	0.0076	0.0491	0.0709	-0.0000	0.0008	-0.0011	0.0014
10	0.5	4	1	0.1171	0.0149	0.0959	0.1387	-0.0001	0.0015	-0.0021	0.0025
10	0.5	10	1	0.1859	0.0234	0.1526	0.2201	-0.0001	0.0023	-0.0031	0.0038
10	0.7	1.25	1	0.0117	0.0015	0.0096	0.0138	-0.0000	0.0002	-0.0002	0.0003
10	0.7	2	1	0.0360	0.0046	0.0295	0.0426	-0.0000	0.0005	-0.0007	0.0008
10	0.7	4	1	0.0702	0.0089	0.0576	0.0832	-0.0000	0.0009	-0.0012	0.0015

(Continued)

Table B2. *Simulation Results for  $B > \sum_{i=1}^n \mu_i$  (continued)*

n	c	$k_i$	$l_i$	SR1- mean	SR1-sd	SR1- min	SR1- max	SR2- mean	SR2-sd	SR2- min	SR2- max
10	0.7	10	1	0.1115	0.0140	0.0915	0.1320	-0.0001	0.0013	-0.0018	0.0022
15	0.3	1.25	1	0.0262	0.0032	0.0213	0.0312	-0.0000	0.0002	-0.0003	0.0005
15	0.3	2	1	0.0809	0.0099	0.0658	0.0962	-0.0000	0.0007	-0.0011	0.0014
15	0.3	4	1	0.1579	0.0193	0.1286	0.1879	-0.0000	0.0014	-0.0020	0.0026
15	0.3	10	1	0.2507	0.0307	0.2039	0.2981	-0.0001	0.0021	-0.0031	0.0039
15	0.5	1.25	1	0.0187	0.0023	0.0152	0.0223	-0.0000	0.0002	-0.0002	0.0003
15	0.5	2	1	0.0578	0.0071	0.0470	0.0687	-0.0000	0.0005	-0.0007	0.0010
15	0.5	4	1	0.1128	0.0139	0.0918	0.1342	-0.0000	0.0010	-0.0014	0.0018
15	0.5	10	1	0.1790	0.0220	0.1456	0.2129	-0.0001	0.0014	-0.0021	0.0026
15	0.7	1.25	1	0.0112	0.0014	0.0092	0.0134	-0.0000	0.0001	-0.0001	0.0002
15	0.7	2	1	0.0347	0.0043	0.0282	0.0412	-0.0000	0.0003	-0.0004	0.0006
15	0.7	4	1	0.0677	0.0083	0.0551	0.0805	-0.0000	0.0005	-0.0008	0.0010
15	0.7	10	1	0.1074	0.0132	0.0874	0.1278	-0.0000	0.0008	-0.0012	0.0015
20	0.3	1.25	1	0.0258	0.0031	0.0209	0.0307	-0.0000	0.0002	-0.0003	0.0004
20	0.3	2	1	0.0794	0.0096	0.0644	0.0946	-0.0000	0.0005	-0.0008	0.0011
20	0.3	4	1	0.1552	0.0187	0.1258	0.1849	-0.0000	0.0010	-0.0015	0.0020
20	0.3	10	1	0.2462	0.0298	0.1996	0.2936	-0.0001	0.0015	-0.0023	0.0030
20	0.5	1.25	1	0.0184	0.0022	0.0149	0.0220	-0.0000	0.0001	-0.0002	0.0002
20	0.5	2	1	0.0567	0.0068	0.0460	0.0676	-0.0000	0.0004	-0.0006	0.0007
20	0.5	4	1	0.1108	0.0134	0.0899	0.1321	-0.0000	0.0007	-0.0010	0.0014
20	0.5	10	1	0.1758	0.0213	0.1425	0.2096	-0.0000	0.0010	-0.0016	0.0020
20	0.7	1.25	1	0.0110	0.0013	0.0089	0.0132	-0.0000	0.0001	-0.0001	0.0001
20	0.7	2	1	0.0340	0.0041	0.0276	0.0406	-0.0000	0.0002	-0.0003	0.0004
20	0.7	4	1	0.0665	0.0080	0.0539	0.0792	-0.0000	0.0004	-0.0006	0.0008
20	0.7	10	1	0.1056	0.0127	0.0855	0.1257	-0.0000	0.0006	-0.0009	0.0011