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# A folk theorem in infinitely repeated prisoner's dilemma with small observation cost\*

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## Abstract

We consider an infinitely repeated prisoner's dilemma under costly observation. Players choose whether to observe the opponent or not after they choose their actions. If a player observes the opponent, he pays a small observation cost and he can observe the action chosen by his opponent in that period. Otherwise, he receives no signal or an inaccurate private signal. First, we prove an efficiency result that players can achieve a symmetric nearly Pareto efficient outcome. Then, we extend the idea with an interim public randomization device, which is realized just after players choose actions. Players can decide their observational decision after they see the interim public randomization device. We present a folk theorem for a sufficiently small observation cost when players are sufficiently patient.

**Keywords** Costly observation; Efficiency; Folk theorem; Prisoner's dilemma

*JEL Classification:* C72; C73; D82

## 1 Introduction

A standard insight in the theory of repeated games is that repetition enables players to obtain collusive and efficient outcomes. However, a common and important assumption behind such results is that the players in the repeated game can monitor each other's past behavior without any cost. We analyze an infinitely repeated prisoner's dilemma game where each player can only observe his opponent's previous action at a (small) cost after they choose actions. We establish an approximate efficient result. Then, we introduce an interim public randomization device, which is realized just after they choose actions, and show an approximate folk theorem.

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1 In our model, we consider costly observation as a monitoring structure. Each player  
2 chooses his action, and then he makes an observational decision. If a player chooses to observe  
3 his opponent, then he can observe the action chosen by the opponent. The observational  
4 decision itself is unobservable. The player receives extremely inaccurate private signal.

5 Furthermore, no player can statistically identify the observational decision of his oppo-  
6 nent. That is, our monitoring structure is neither almost-public private monitoring (Hörner  
7 and Olszewski (2009); Mailath and Morris (2002, 2006); Mailath and Olszewski (2011)), nor  
8 almost perfect private monitoring (Bhaskar and Obara (2002); Chen (2010); Ely and Välimäki  
9 (2002); Ely et al. (2005); Hörner and Olszewski (2006); Sekiguchi (1997); Piccione (2002);  
10 Yamamoto (2007, 2009))

11 We present two results. First, we show that the symmetric Pareto efficient payoff vector  
12 can be approximated by a sequential equilibrium under some assumptions regarding the  
13 payoff matrix when players are patient and the observation cost is small (efficiency). This  
14 first result shows that collusive outcomes can be approximated if it is symmetric. The  
15 second result is an approximate folk theorem. We introduce an interim public randomization  
16 device just after players choose actions. Players can see the public randomization before they  
17 choose their observational decisions. We present an approximate folk theorem under some  
18 assumptions regarding the payoff matrix when players are patient and the observation cost is  
19 small. We also show that a (standard) public randomization device which is realized at the  
20 end of stage game does not work instead of the interim public randomization device. This  
21 second result shows that any collusive outcomes can be approximated if an interim public  
22 randomization device is available.

23 The nature of our strategy is similar to the *keep-them-guessing strategies* in Chen (2010).  
24 In our strategy, each player  $i$  chooses  $C_i$  with certainty at the cooperation state, but random-  
25 izes the observational decision. Depending on the observation result, players change their  
26 actions from the next period. If the player plays  $C_i$  and observes  $C_j$ , he remains in a cooper-  
27 ation state. However, in other cases (for example, the player does not observe his opponent),  
28 player  $i$  moves out of the cooperation state and chooses  $D_i$ . From the perspective of player  $j$ ,  
29 player  $i$  plays the game as if he randomizes  $C_i$  and  $D_i$ , even though player  $i$  chooses pure  
30 actions in each state. Such randomized observations create uncertainty about the opponents'  
31 state in each period and give an incentive to observe.

32 Our main contribution is the efficiency result and an approximate folk theorem in an  
33 infinitely repeated prisoner's dilemma. Some previous studies show that the efficiency result  
34 holds if communication or private signals are available. For example, Miyagawa et al. (2008)  
35 assume that some noisy information is available even if players do not observe their opponent.  
36 We discuss previous studies in Section 2. Our efficiency result holds in the least stringent  
37 setting compared with other studies.

38 Another contribution of the paper is a new approach to the construction of a sequential  
39 equilibrium. We consider randomization of observation, whereas previous studies confine  
40 their attention to randomization of actions. In many cases, the observational decision is  
41 supposed to be unobservable in costly observation models. Therefore, even if a player ob-  
42 serves his opponent, he cannot know whether the opponent observes him. If the continuation  
43 strategy of the opponent depends on the observational decision in the previous period, the  
44 opponent might randomize actions from the perspective of the player, even though the op-  
45 ponent chooses pure actions in each history. This new approach enables us to construct a  
46 nontrivial sequential equilibrium.

47 The rest of this paper is organized as follows. In Section 2, we discuss previous studies,

1 and in Section 2.1, we focus on some previous literature and explain some difficulties in  
2 constructing a cooperative relationship in an infinitely repeated prisoner’s dilemma under  
3 costly observation. Section 3 introduces a repeated prisoner’s dilemma model with costly  
4 observation. In Section 4, we present our efficiency result. For efficiency result, we do not  
5 utilize an interim public randomization device. After that, applying the efficiency result,  
6 we present a folk theorem with an interim public randomization device. Section 5 provides  
7 concluding remarks.

## 8 **2 Literature Review**

9 We review previous studies on repeated games under costly observation.

10 One of the greatest difficulties in costly observation is observing the observation activity  
11 of opponents, because observational behavior under costly observation is often assumed to be  
12 unobservable. Each player has to check this unobservable observation behavior to motivate  
13 the other player to observe. Some previous studies circumvent the difficulty by assuming that  
14 the observational decision is observable. Kandori and Obara (2004) and Lehrer and Solan  
15 (2018) assume that players can observe other players’ observational decisions.

16 Ben-Porath and Kahneman (2003) analyze an information acquisition model with com-  
17 munication. They show that players can share their information through explicit communica-  
18 tion, and present a folk theorem for any level of observation cost. Ben-Porath and Kahneman  
19 (2003) consider randomizing actions on the equilibrium path. In their strategy, players re-  
20 port their observations to each other. Then, each player can check whether the other player  
21 observes him by the reports. Therefore, players can check the observation activities of other  
22 players.

23 Miyagawa et al. (2008) consider that communication is not allowed, but players can obtain  
24 imperfect private signals about the other player’s action even when they do not observe their  
25 opponent. They show that players can communicate with each other using private signals,  
26 and present a folk theorem for any level of observation cost.

27 Another approach is introduction of nonpublic randomization device to infinitely repeated  
28 prisoner’s dilemma. The nonpublic randomization device enables players to correlate their  
29 actions. Hino (2019) shows that if a nonpublic randomization device is available before players  
30 choose their actions and observational decisions, then players can achieve an efficiency result.

31 If these assumptions do not hold, that is, if costless information is unavailable, then  
32 cooperation is difficult. Two other papers present folk theorems without costless information.  
33 Flesch and Perea (2009) consider observation structures similar to our structure. In their  
34 model, players can purchase the information about the actions taken in the past if the players  
35 incur an additional cost. That is, some organization keeps track of all the sequence of the  
36 action profiles, and each player can purchase the information from the organization. Flesch  
37 and Perea (2009) present a folk theorem for an arbitrary observation cost. Miyagawa et al.  
38 (2003) consider less stringent models. They assume that no organization keeps track of all  
39 the sequence of the action profiles for players. Players can observe the opponent’s action  
40 in the current period, and cannot purchase the information about the actions in the past.  
41 Therefore, if a player wants to keep track of actions chosen by the opponent, he has to pay  
42 observation cost every period. This observation structure is the same as the one in the current  
43 paper. Miyagawa et al. (2003) present a folk theorem with a small observation cost.

44 The above two studies, Flesch and Perea (2009) and Miyagawa et al. (2003), consider

1 communication through mixed actions. To communicate with each other by mixed actions,  
 2 the above two papers need more than two actions for each player. This means that their  
 3 approach cannot be applied to infinitely repeated prisoner’s dilemma under costly. We discuss  
 4 their implicit communication in Miyagawa et al. (2003); Flesch and Perea (2009) in Section 2.1  
 5 in more detail.

6 It is an open question of whether players can achieve an efficiency result and a folk  
 7 theorem in two-action games, even though the observation cost is sufficiently small. We  
 8 show an efficiency result without any randomization device using a mixed observation rather  
 9 than mixed actions when observation cost is small. We will extend the efficiency result using  
 10 public randomization, and present a folk theorem in infinitely repeated prisoner’s dilemma  
 11 when observation cost is small.

## 12 2.1 Cooperation failure in the prisoner’s dilemma (Miyagawa et al. 13 (2003))

14 Consider the bilateral trade game with moral hazard in Bhaskar and van Damme (2002)  
 15 simplified by Miyagawa et al. (2003).

		Player 2		
		$C_2$	$D_2$	$E_2$
Player 1	$C_1$	1 , 1	-1 , 2	-1 , -1
	$D_1$	2 , -1	0 , 0	-1 , -1
	$E_1$	-1 , -1	-1 , -1	0 , 0

Table 1: Extended prisoner’s dilemma

16 Players choose whether he observes the opponent or not together with his action choice.  
 17 Miyagawa et al. (2003) consider the following keep-them-guessing automaton strategy to  
 18 approximate payoff vector (1,1). There are three states: cooperation, punishment, and  
 19 defection.

20 In the cooperation state, each player chooses  $C_i$  with a sufficiently high probability and  
 21 chooses  $D_i$  with the remaining probability. Players observe their opponent irrespective of  
 22 their actions in the cooperation state. If players observe  $(C_1, C_2)$  or  $(D_1, D_2)$ , the state  
 23 remains the same. When  $(C_1, D_2)$  or  $(D_1, C_2)$  is realized, the state moves to the punishment  
 24 state. The state moves to the defection state if player  $i$  chooses  $E_i$  or observes  $E_j$ . In the  
 25 punishment state, both players choose  $E_i$  for some periods, and then the state moves back  
 26 to a cooperation state. In the defection state, both players choose  $E_i$ , and the state remains  
 27 the same. In both the punishment state and the defection state, the players do not observe  
 28 their opponent.

29 Players have an incentive to observe their opponent because their opponent randomizes  
 30 actions  $C_j$  and  $D_j$  in the cooperation state. If a player does not observe their opponent,  
 31 the player cannot know in which state the opponent is in the next period. If the opponent  
 32 is in the cooperation state, action  $E_i$  is a suboptimal because the opponent never chooses  
 33 action  $E_j$ . That is, choosing action  $E_i$  has some opportunity cost because the opponent  
 34 is in the cooperation state with a positive probability. However, if the opponent is the  
 35 punishment state, then action  $E_i$  is a unique optimal action. Choosing actions  $C_i$  or  $D_i$   
 36 also has opportunity costs because the opponent is in the punishment state with a positive  
 37 probability. To avoid these opportunity costs, players have an incentive to observe.

1 These ideas do not hold in two-action games. Suppose that action  $E_i$  is not available  
2 and consider the prisoner's dilemma as an example. If players randomize  $C_i$  and  $D_i$  in  
3 the cooperation state, then one of the best response actions in the cooperation state is  
4 action  $D_i$ . The best response action in punishment and defection states is also  $D_i$ . As a  
5 result, irrespective of player  $i$ 's observation result, one of the optimal continuation strategies  
6 is choosing  $D_i$  and not observe player  $j$  every period. Therefore, Players don't have an  
7 incentive to observe.

8 I consider the following automaton strategy. In the initial state, player  $i$  randomizes  
9 actions and observe the opponent with a positive probability only when he chooses  $C_i$ . If he  
10 chooses  $C_i$  and observes  $C_j$ , he moves to the cooperation state in the next period. Otherwise,  
11 he moves to the defection state.<sup>1</sup> In the cooperation state, player  $i$  chooses action  $C_i$  with  
12 probability one, but randomizes observational decision. Only if player  $i$  chooses  $C_i$  and  
13 observes  $C_j$ , player  $i$  can remain in the cooperation state. Otherwise, player  $i$  moves to the  
14 defection state.

15 The reason why our strategy works is that the strategy prescribes pure action of  $C_i$  and  
16 does not prescribe a mixed actions in the cooperation state. The repetition of  $D_i$  from the  
17 cooperation state is not prescribed action. However, it causes another problem related to the  
18 observation incentive. As player  $j$  does not randomize his action in the cooperation state,  
19 player  $i$  can easily guess player  $j$ 's action if he knows that player  $j$  is in the cooperation state.  
20 In such a situation, player  $i$  loses the observation incentive again.

21 Our strategy can overcome this difficulty as well. Since player  $j$  randomize his obser-  
22 vational decisions in the cooperation state, player  $i$  in the cooperation state cannot know  
23 whether player  $j$  observed player  $i$  or not. If player  $j$  does not observe player  $i$ , player  $j$   
24 moves to the defection state and chooses  $D_j$ . Player  $i$  cannot be certain that player  $j$  is  
25 in the cooperation state even if he chooses  $C_i$  and observes  $C_j$  in the previous period. To  
26 obtain the latest information about player  $j$ 's state, player  $i$  has an incentive to observe the  
27 opponent in the cooperation state. This is why player  $i$  has an incentive to observe player  $j$   
28 given our strategy.

### 29 3 Model

30 The stage game is a symmetric prisoner's dilemma, but it has two phases: the action phase  
31 and the observation phase. In the action phase, each player  $i$  ( $i = 1, 2$ ) chooses an action,  
32  $C_i$  or  $D_i$ . Let  $A_i \equiv \{C_i, D_i\}$  be the set of actions for player  $i$ . After both players chooses  
33 actions, each player  $i$  receives a signal  $z_i$  costlessly and privately. The set of private signal  
34 for player  $i$  is finite set and denoted by  $Z_i$ . A signal profile  $z = (z_1, z_2) \in Z \equiv Z_1 \times Z_2$  is  
35 realized with probability  $\rho(z|a)$  given an action profile  $a = (a_1, a_2) \in A \equiv A_1 \times A_2$ .

36 **Assumption 1.** There exists some  $\zeta > 0$  such that

$$\rho(z|a) > \zeta, \quad \forall z \in Z, \forall a \in A.$$

37 We define the accuracy  $\eta_i$  of the signal  $z_i$  as follows.

$$\eta_i \equiv 1 - \min_{z_i \in Z_i, a, a' \in A} \frac{\rho(z_i|a')}{\rho(z_i|a)}.$$

---

<sup>1</sup>For the formal proof, we need another state (transition state). Transition state is crucial only when we consider off the equilibrium path. Therefore, it is omitted here.

1 The base game payoff for player  $i$  is given by  $\pi_i(a_i, z_i)$ . Given an action profile  $a \in A$ , an  
 2 expected base game payoff for player  $i$ ,  $u_i(a) \equiv \sum_{z_i \in Z_i} P(z_i|a)\pi_i(a_i, z_i)$ , is displayed in Table 2.

		Player 2			
		$C_2$		$D_2$	
Player 1	$C_1$	1 , 1	$-\ell$ , $1 + g$		
	$D_1$	$1 + g$ , $-\ell$	0 , 0		

Table 2: Prisoner's dilemma

3

4 We make a usual assumption about the above payoff matrix.

5 **Assumption 2.** (i)  $g > 0$  and  $\ell > 0$ ; (ii)  $g - \ell < 1$ .

6 The first condition implies that action  $C_i$  is dominated by action  $D_i$  for each player  $i$ , and the  
 7 second condition ensures that the payoff vector of action profile  $(C_1, C_2)$  is Pareto efficient.

8 We impose an additional assumption.

9 **Assumption 3.**  $g - \ell > 0$ .

10 Assumption 3 is the same as Assumption 1 in Chen (2010).

11 Players simultaneously choose their observational decision in the observation phase after  
 12 they choose their actions in the action phase. Let  $m_i$  represent the observational decision  
 13 for player  $i$ . Let  $M_i \equiv \{0, 1\}$  be the set of observational decisions for player  $i$ , where  $m_i = 1$   
 14 represents “to observe the opponent,” and  $m_i = 0$  represents “not to observe the opponent.”  
 15 If player  $i$  observes the opponent, he incurs an observation cost  $\lambda > 0$ , and receives complete  
 16 information about the action chosen by the opponent at the end of the stage game. If  
 17 player  $i$  does not observe the opponent, he does not incur any observation cost and obtains  
 18 no information about his opponent's action. We assume that the observational decision for  
 19 a player is unobservable.

20 A stage behavior for player  $i$  is a pair of base game action  $a_i$  for player  $i$  and observational  
 21 decision  $m_i$  for player  $i$  and is denoted by  $b_i = (a_i, m_i)$ . An outcome of the stage game is a  
 22 pair of stage behaviors  $b = (b_1, b_2)$ . Let  $B_i \equiv A_i \times M_i$  be the set of stage-behaviors for player  $i$ ,  
 23 and let  $B \equiv B_1 \times B_2$  be the set of outcomes of the stage game. Given an outcome  $b \in B$ ,  
 24 the stage game payoff  $\pi_i(b)$  for player  $i$  is given by

$$U_i(b) \equiv u_i(a_1, a_2) - m_i \cdot \lambda.$$

25 For any observation cost  $\lambda > 0$ , the stage game has a unique stage game Nash equilibrium  
 26 outcome,  $b^* = ((D_1, 0), (D_2, 0))$ .

27 Let  $\delta \in (0, 1)$  be a common discount factor. Players maximize their expected average  
 28 discounted stage game payoffs. Given a sequence of outcomes of the stage games  $(b^t)_{t=1}^\infty$ ,  
 29 player  $i$ 's payoff is given by average discounted stage game payoff:

$$(1 - \delta) \sum_{t=1}^{\infty} \delta^{t-1} U_i(b^t).$$

30 Player  $i$ 's nonaveraged payoff is given by:

$$\sum_{t=1}^{\infty} \delta^{t-1} U_i(b^t).$$

1 We assume that an interim public randomization device is available just before players  
 2 choose their observational decisions. The random variable  $X$  is uniformly distributed over  
 3  $[0, 1)$  independently of the action profile. Each player observes the realized public random-  
 4 ization without any cost.

5 Let  $o_i \in A_j \cup \{\phi_i\}$  be an observation result for player  $i$ . Observation result  $o_i = a_j \in A_j$   
 6 implies that player  $i$  chose observational decision  $m_i = 1$  and observed  $a_j$ . Observation  
 7 result  $o_i = \phi_i$  implies that player  $i$  chose  $m_i = 0$ , that is, he obtains no information about  
 8 the action chosen by the opponent.

9 Let  $h_i^t$  be a (private) history of player  $i$  at the beginning of the action phase in pe-  
 10 riod  $t \geq 2$ . This history  $h_i^t$  is a sequence of his own actions, realized public randomizations,  
 11 observation results, and private signals up to period  $t - 1$ :  $h_i^t = (a_i^k, x^k, o_i^k, z_i^k)_{k=1}^{t-1}$ . We omit  
 12 the observational decisions  $m_i^k (k < t)$  from  $h_i^t$  because observation result  $o_i^k$  implies the ob-  
 13 servational decision  $m_i^k$  for any  $k < t$ . Let  $H_i^t$  denote the set of all the histories for player  $i$   
 14 at the beginning of the action phase in period  $t \geq 1$ , where  $H_i^1$  is an arbitrary singleton set.  
 15 Similarly, a history  $\hat{h}_i^t$  at the beginning of the observation phase in period  $t \geq 1$  is  $(h_i^t, a_i^t, x^t)$ .

16 An action strategy for player  $i$  in the repeated game is a function of the history  $h_i^t$  of  
 17 player  $i$  in the action phase to his (mixed) actions. An observation strategy for player  $i$   
 18 in the repeated game is a function of a history  $\hat{h}_i^t$  in the observation phase to his (mixed)  
 19 observational decision. A (behavior) strategy is a pair of action strategy and observation  
 20 strategy.

21 The belief  $\psi_i^t$  of player  $i$  in period  $t$  is a function of the history  $h_i^t$  in period  $t$  to a  
 22 probability distribution over the set of histories for player  $j$  in period  $t$ ;  $H_j^t$ . Let  $\psi_i \equiv (\psi_i^t)_{t=1}^\infty$   
 23 be a belief for player  $i$ , and  $\psi = (\psi_1, \psi_2)$  denote a system of beliefs.

24 A strategy profile  $\sigma$  is a pair of strategies  $\sigma_1$  and  $\sigma_2$ . Given a strategy profile  $\sigma$ , a sequence  
 25 of completely mixed behavior strategy profiles  $(\sigma^n)_{n=1}^\infty$  that converges to  $\sigma$  is called a *tremble*.  
 26 Each completely mixed behavior strategy profile  $\sigma^n$  induces a unique system of beliefs  $\psi^n$ .

27 The solution concept is a sequential equilibrium. We say that a system of beliefs  $\psi$  is  
 28 consistent with strategy profile  $\sigma$  if a tremble  $(\sigma^n)_{n=1}^\infty$  exists such that the corresponding  
 29 sequence of systems of beliefs  $(\psi^n)_{n=1}^\infty$  converges to  $\psi$ . Given the system of beliefs  $\psi$ , strategy  
 30 profile  $\sigma$  is sequentially rational if, for each player  $i$ , the continuation strategy from any  
 31 history in each phase is optimal given his belief and the opponent's strategy. It is defined  
 32 that a strategy profile  $\sigma$  is a *sequential equilibrium* if a consistent system of beliefs  $\psi$  for  
 33 which  $\sigma$  is sequentially rational exists.

## 34 4 Results

35 In this section, we show our efficiency result. Then, applying the efficiency result, we present  
 36 a folk theorem with an interim public randomization device.

37 To prove the desired propositions, first, we assume  $\eta_1 = \eta_2 = 0$ . It means that a player  
 38 obtains no information about the action of the opponent if he does not observe the opponent.  
 39 We present related propositions given  $\eta_1 = \eta_2 = 0$ . After that, we will show the desired  
 40 propositions using the related propositions.

## 4.1 Efficiency

The following proposition shows that the symmetric efficient outcome is approximated by a sequential equilibrium if the observation cost  $\lambda$  is small and the discount factor  $\delta$  is moderately low.

**Proposition 1.** *Suppose that  $\eta_1 = \eta_2 = 0$ , Assumptions 2 and 3 are satisfied. For any  $\varepsilon > 0$ , there exist  $\underline{\delta} \in \left(\frac{g}{1+g}, 1\right)$ ,  $\bar{\delta} \in (\underline{\delta}, 1)$ , and  $\bar{\lambda} > 0$  such that for any discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$  and for any observation cost  $\lambda \in (0, \bar{\lambda})$ , there exists a symmetric sequential equilibrium  $\sigma^*$  whose payoff vector  $(v_1^*, v_2^*)$  satisfies  $v_i^* \geq 1 - \varepsilon$  for each  $i = 1, 2$ .*

*Proof.* See Appendix A. □

We here present the main idea. The precise proof will be give in Appendix A.

## Strategy

First, we define our strategy  $\sigma^*$ . Fix any  $\varepsilon > 0$ . We define  $\bar{\varepsilon}$ ,  $\underline{\delta}$ ,  $\bar{\delta}$ , and  $\bar{\lambda}$  as follows.

$$\begin{aligned}\bar{\varepsilon} &\equiv \frac{\ell^2}{54(1+2g)^3} \frac{\varepsilon}{1+\varepsilon}, \\ \underline{\delta} &\equiv \frac{g}{1+g} + \bar{\varepsilon}, \\ \bar{\delta} &\equiv \frac{g}{1+g} + 2\bar{\varepsilon} < 1, \\ \bar{\lambda} &\equiv \frac{1}{16} \frac{\ell}{(1+2g)^2} \bar{\varepsilon}^2.\end{aligned}$$

We fix an arbitrary discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$  and an arbitrary observation cost  $\lambda \in (0, \bar{\lambda})$ .

Our strategy  $\sigma^*$  is represented by an automaton independently of private signal  $z$ . Let us consider the following automaton who has four types of states: initial state  $\omega_i^1$ , cooperation state  $(\omega_i^{C,t})_{t=2}^\infty$ , transition state  $(\omega_i^{E,t})_{t=2}^\infty$ , and defection state  $\omega_i^D$ . In the initial state  $\omega_i^1$ , player  $i$  chooses  $D_i$  with probability  $\beta_{i,1}$ , and chooses  $C_i$  with probability  $1 - \beta_{i,1}$ .<sup>2</sup> When player  $i$  chooses  $C_i$ , he observes the opponent with probability  $1 - \beta_{i,2}$ . Player  $i$  never observes the opponent when player  $i$  chooses  $D_i$ . In the cooperation state  $\omega_i^{C,t}$  ( $t \geq 2$ ), player  $i$  chooses  $C_i$ . If player  $i$  chooses  $C_i$ , he chooses  $m_i = 1$  with probability  $1 - \beta_{i,t+1}$ . When player  $i$  chooses  $D_i$ , he never observes the opponent. In the transition state  $\omega_i^{E,t}$  ( $t \geq 2$ ) and defection state  $\omega_i^D$ , player  $i$  chooses  $D_i$  and does not observe the opponent irrespective of his action. The prescribed actions and observational decisions are summarized in the table below.

State	$\omega_i^1$	$\omega_i^{C,t}$	$\omega_i^{E,t}$	$\omega_i^D$
Action	$C_i$ w.p. $1 - \beta_{i,1}$ $D_i$ w.p. $\beta_{i,1}$	$C_i$	$D_i$	$D_i$
$m_i$ given $C_i$	$m_i = 1$ w.p. $1 - \beta_{i,2}$ $m_i = 0$ w.p. $\beta_{i,2}$	$m_i = 1$ w.p. $1 - \beta_{i,t+1}$ $m_i = 0$ w.p. $\beta_{i,t+1}$	$m_i = 0$	$m_i = 0$
$m_i$ given $D_i$	$m_i = 0$			

Table 3: Actions and observational decisions

<sup>2</sup>The probability  $\beta_{i,t}$  ( $t \geq 1$ ) will be defined using (1) and (2) later.

1 The state transition function is defined as follows. In the initial state  $\omega_i^1$ , if player  $i$   
2 observes  $(a_i^t, o_i^t) = (C_i, C_j)$ , he moves to the cooperation state  $\omega_i^{C,2}$ . When player  $i$  chooses  $D_i$   
3 or observes  $D_j$ , the state in the next period is  $\omega_i^D$ . Only when player  $i$  observes  $(a_i^t, o_i^t) =$   
4  $(C_i, \phi_i)$ , the state moves to the transition state  $\omega_i^{E,2}$ . In the cooperation state and transition  
5 state in period  $t$ , player  $i$  moves to the cooperation state  $\omega_i^{C,t+1}$  if he observes  $(a_i^t, o_i^t) =$   
6  $(C_i, C_j)$ . If  $(a_i^t, o_i^t) = (C_i, \phi_i)$ , he moves to the transition state  $\omega_i^{E,t+1}$ . If player  $i$  chooses  $D_i$   
7 or observes  $D_j$ , the state moves to the defection state  $\omega_i^D$ . Note that player  $i$  moves back  
8 to the cooperation state  $\omega_i^{C,t+1}$  from the transition state in period  $t$  if he observes  $(C_i, C_j)$ ,  
9 which is the event off the equilibrium path. The defection state  $\omega_i^D$  is an absorbing state and  
10 player  $i$  never moves to another state from the defection state  $\omega_i^D$ .

11 The state transition is summarized in Figure 1.

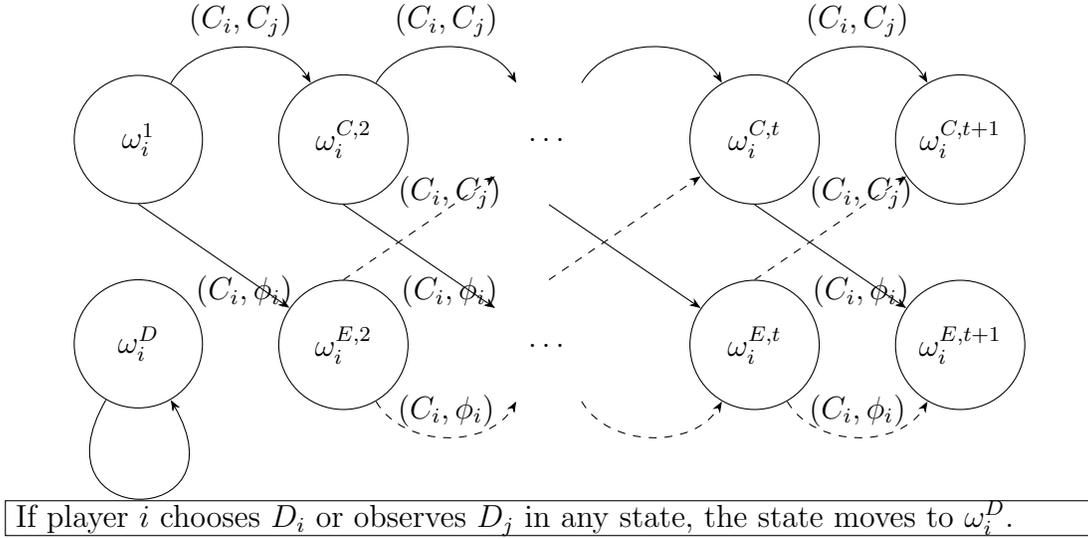


Figure 1: State transition function

12 Using the above automaton, we fix randomization probabilities in each state. Let us  
13 define  $\varepsilon' \equiv \delta - \frac{g}{1+g}$ . First, we fix a small probability  $\beta_{i,1} \equiv \frac{1+g+\ell}{g+\ell} \varepsilon'$ . We fix a probability  $\beta_{i,2}$   
14 so that player  $j$  is indifferent between actions  $C_j$  and  $D_j$  in the initial state  $\omega_j^1$ . Hence,  $\beta_{i,2}$   
15 is determined as the solution of the following equality.

$$(1 - \beta_{i,1})(1 + g) = (1 - \beta_{i,1}) \cdot 1 - \beta_{i,1} \cdot \ell + \delta(1 - \beta_{i,1})(1 - \beta_{i,2})(1 + g). \quad (1)$$

16 The left-side is the nonaveraged payoff when player  $j$  chooses  $(a_j^1, m_j^1) = (D_j, 0)$  in the initial  
17 state  $\omega_j^1$ . The right-side is the one when player  $j$  chooses  $(a_j^1, m_j^1) = (C_j, 0)$ .

18 Probability  $\beta_{i,t+2} (t \geq 1)$  is determined to make player  $j$  in state  $\omega_j^{C,t}$  indifferent between  
19  $m_j = 1$  and  $m_j = 0$  given his action  $C_j$ . Player  $j$  believes that player  $i$  is in the cooperation  
20 state with probability  $1 - \beta_{i,t}$  because he observes  $C_j$  in the previous period and he is sure  
21 that player  $j$  was in the cooperation state  $\omega_j^{C,t-1}$  in the previous period  $t - 1$ . Therefore,  
22 probability  $\beta_{i,t+2}$  is a solution of the following equality.

$$\begin{aligned} & \delta(1 - \beta_{i,t})(1 - \beta_{i,t+1})(1 + g) \\ & = (1 - \beta_{i,t}) \cdot 1 - \beta_{i,t} \cdot \ell - \lambda \\ & \quad + \delta(1 - \beta_{i,t}) \{ (1 - \beta_{i,t+1}) \cdot 1 - \beta_{i,t+1} \cdot \ell + \delta(1 - \beta_{i,t+1})(1 - \beta_{i,t+2})(1 + g) \} \end{aligned} \quad (2)$$

- 1 The left-side is the nonaveraged payoff when player  $j$  chooses  $m_j = 0$  in period  $t$ . The right-  
2 side is the one when player  $j$  chooses  $m_j = 1$  in period  $t$  and chooses  $(C_j, 0)$  if he is in the  
3 cooperation state  $\omega_j^{C,t+1}$  in period  $t + 1$ .  
4 Specifically,  $\beta_{i,2}$  is defined by (1), and  $\beta_{i,t+2}$  ( $t \in \mathbb{N}$ ) is defined by (2), or

$$\begin{aligned}\beta_{i,2} &= \frac{(1 - \beta_{i,1}) \{\delta(1 + g) - g\} - \beta_{i,1}\ell}{\delta(1 - \beta_{i,1})(1 + g)} \\ &= \frac{g + g^2 - \ell^2 - (1 + g + \ell)(1 + g)\varepsilon'}{(g + \ell) \{g + (1 + g)\varepsilon'\} \left(1 - \frac{1+g+\ell}{g+\ell}\varepsilon'\right)} \varepsilon' \\ &= \frac{1 + g - \frac{\ell}{g}\ell - (1 + g + \ell)\frac{1+g}{g}\varepsilon'}{1 + \frac{\ell}{g}\frac{1}{g+\ell}\varepsilon' - \frac{(1+g)(1+g+\ell)}{g(g+\ell)}(\varepsilon')^2} \frac{1}{g + \ell} \varepsilon' \\ \beta_{i,t+2} &= \frac{(1 - \beta_{i,t+1}) \{\delta(1 + g) - g\} - \beta_{i,t+1}\ell - \frac{\lambda}{\delta(1 - \beta_{i,t})}}{\delta(1 - \beta_{i,t+1})(1 + g)}, \quad \forall t \in \mathbb{N}.\end{aligned}$$

- 5 The following Lemma 1, which is proved in Appendix B, ensures that any  $\beta_{i,t}$  is greater than  
6 zero and smaller than one.  
7 **Lemma 1.** *Suppose that Assumptions 2 and 3 are satisfied. Fix any discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$   
8 and observation cost  $\lambda \in (0, \bar{\lambda})$ . Then, it holds that*

$$\frac{1}{2} \frac{1 + g - \ell}{g + \ell} \varepsilon' < \beta_{i,2} < \beta_{i,4} < \beta_{i,6} \cdots < \beta_{i,5} < \beta_{i,3} < \beta_{i,1} = \frac{1 + g + \ell}{g + \ell} \varepsilon'.$$

- 9 Strategy  $\sigma^*$  is the strategy defined by the above automaton.

10 Next we define a consistent system of beliefs with strategy profile  $\sigma^*$ . We consider a  
11 sequence of behavioral strategy profiles  $(\hat{\sigma}^n)_{n=1}^\infty$  such that each strategy profile attaches a  
12 positive probability to every move, but puts far greater weights on the trembles on  $C_i$  in the  
13 defection state  $\omega_i^D$  compared with other stage behaviors in the other states. These trembles  
14 induce a consistent system of beliefs that player  $i$  at any defection state  $\omega_i^D$  is sure that the  
15 state of their opponent is the defection state  $\omega_j^D$  or transition state  $\omega_j^{E,t}$  for some  $t \geq 2$ .

16 Let us confirm this property of the belief. There are two cases where player  $i$  moves to the  
17 defection state  $\omega_i^D$ ; (1) player  $i$  observes  $D_j$ , (2) player  $i$  chooses  $D_i$ . The property is obvious  
18 in the first case. In any state of player  $j$ , player  $j$  moves to the defection state  $\omega_j^D$  after he  
19 chooses  $D_j$ . Furthermore, the defection state  $\omega_j^D$  is an absorbing state. Therefore, player  $i$  is  
20 certain that player  $j$  is in the defection state  $\omega_j^D$  after player  $i$  observes  $D_j$ . The property is  
21 not obvious in the second case;  $a_i = D_i$ . Let us consider the following history of player  $i$  in  
22 period 3. Player  $i$  chooses  $a_i = D_i$  and  $m_i = 0$  in period 1, and he chooses  $C_i$  and  $m_i = 1$  (by  
23 mistakes) and observes  $C_j$  in period 2. We can consider the following two types of player  $j$ 's  
24 histories which are consistent with the history of player  $i$ . The first type of history is that  
25 player  $j$  chooses  $a_j = D_j$  in period 1, and he chooses  $a_j = C_j$  (by mistake) at the defection  
26 state  $\omega_j^D$  in period 2. The second type of history is that player  $j$  chooses  $a_j = C_j$  and  $m_j = 0$   
27 in period 1, and he chooses  $a_j = C_j$  (by mistake) at the transition state  $\omega_j^{E,2}$  in period 2. As  
28 we put far greater weights on the trembles on  $C_j$  in the defection state  $\omega_j^D$ , player  $i$  is sure  
29 that the first type of history is realized, and player  $j$  is in the defection state  $\omega_j^D$ . A similar  
30 argument holds even if player  $i$  observes  $(a_i, o_i) = (C_i, C_j)$  many times after he chooses  $D_i$ .

## 1 An illustration

2 We here explain that the strategy  $\sigma^*$  is a sequential equilibrium whose payoff vector  $(v_1^*, v_2^*)$   
 3 satisfies  $v_i^* \geq 1 - \varepsilon$  for each  $i = 1, 2$ .

4 Let us consider sequential rationality in each state. First, we consider the defection  
 5 state  $\omega_i^D$ . As we have considered above, player  $i$  in the defection state  $\omega_i^D$  is certain that  
 6 player  $j$  is in the defection state  $\omega_j^D$ . Therefore, action  $D_i$  is optimal because player  $i$  is sure  
 7 that player  $j$  does not observe player  $i$ . As player  $i$  is certain that player  $j$  is in the defection  
 8 state  $\omega_j^D$  and chooses  $D_j$ , observational decision  $m_i = 0$  is also optimal.

9 Let us consider sequential rationality in the initial and cooperation states. By the defini-  
 10 tion of  $\beta_{j,2}$  and  $\beta_{j,3}$ , player  $i$  is indifferent among  $(C_i, 1)$ ,  $(C_i, 0)$ , and  $(D_i, 0)$ . Furthermore,  
 11 if player  $i$  chooses  $D_i$  in the initial state  $\omega_i^1$ , player  $j$  moves to the transition state  $\omega_j^{E,2}$  or  
 12 defection state  $\omega_j^D$ . In either case, the continuation strategy of player  $j$  is a repetition of  
 13  $(a_j, m_j) = (D_j, 0)$ . As the observation result has no effect on the conjecture over the con-  
 14 tinuation strategy, player  $i$  has no incentive to choose  $m_i = 0$  when he chooses action  $D_i$ .  
 15 Therefore, it is optimal for player  $i$  to follow strategy  $\sigma^*$  in the initial state  $\omega_i^1$ .

16 In the cooperation state  $\omega_i^{C,t}$  ( $t \geq 2$ ), player  $i$  is indifferent to his observational decisions  
 17 by the definition of  $\beta_{j,t+2}$ . It is also suboptimal to choose  $(a_i, m_i) = (D_i, 1)$  as in the initial  
 18 state  $\omega_i^1$ . Furthermore, the definition of  $\beta_{j,t+1}$  ensures that player  $i$  strictly prefers action  $C_i$   
 19 to  $D_i$  in the cooperation state  $\omega_i^{C,t}$ . Using (2) for  $t - 1$ , we obtain the following equation.

$$(1 - \beta_{j,t}) - \beta_{j,t+1}\ell + \delta(1 - \beta_{j,t})(1 - \beta_{j,t+1})(1 + g) - \delta(1 + g) = \frac{\lambda}{\delta(1 - \beta_{j,t-1})} \quad (3)$$

20 The first three terms on the right-hand side represent the nonaveraged payoff when player  $i$   
 21 chooses  $C_i$  and  $m_i = 0$  in the cooperation state  $\omega_i^{C,t}$ . The last term on the right-hand side is  
 22 the nonaveraged payoff when player  $i$  chooses  $(a_i, m_i) = (D_i, 0)$  in the cooperation state  $\omega_i^{C,t}$ .  
 23 Therefore, (3) shows that choosing  $D_i$  at the cooperation  $\omega_i^{C,t}$  state is not optimal. Sequential  
 24 rationality at the cooperation state  $\omega_i^{C,t}$  is satisfied.

25 Another explanation is as follows. Suppose that player  $i$  weakly prefers action  $D_i$  at the  
 26 cooperation state  $\omega_i^{C,t}$  in period  $t$ . As player  $j$  moves to the transition state  $\omega_i^{E,t+1}$  or the  
 27 defection state  $\omega_j^D$  after player  $i$  chooses  $D_i$  in period  $t$ , the assumption implies that player  $i$   
 28 weakly prefers  $(a_i, m_i) = (D_i, 0)$  from period  $t$  onwards. One of the optimal continuation  
 29 strategies from the cooperation state  $\omega_i^{C,t}$  coincides with the one from the defection state  $\omega_i^D$ .  
 30 Then, player  $i$  has no incentive to observe player  $j$  in the cooperation state  $\omega_i^{C,t-1}$  because the  
 31 repetition of  $(a_i, m_i) = (D_i, 0)$  is one of his optimal continuation strategies irrespective of the  
 32 observation result. It contradicts the definition of  $\beta_{j,t+1}$ . Therefore, player  $i$  strictly prefers  
 33 action  $C_i$  in the cooperation state  $\omega_i^{C,t}$ .

34 Next, let us consider the transition state  $\omega_i^{E,t}$ . In the transition state  $\omega_i^{E,t}$ , player  $i$  does not  
 35 know the action chosen by the opponent in the previous period  $t - 1$ . If  $(a_i, a_j) = (C_i, C_j)$  is  
 36 realized in the previous period, player  $i$  should be at the cooperation state  $\omega_i^{C,t}$  and action  $D_i$   
 37 is suboptimal.

38 Although action  $D_i$  is suboptimal in the cooperation state  $\omega_i^{C,t}$ , the payoff when player  $i$   
 39 chooses  $D_i$  at  $\omega_i^{C,t}$  is close enough to the one when he chooses  $D_i$  at  $\omega_i^{C,t}$  when the observation  
 40 cost  $\lambda$  is sufficiently small. If the payoffs are not close to each other, player  $i$  strictly prefers  
 41  $m_i = 1$  at the cooperation state  $\omega_i^{C,t-1}$  to know which state he should move to because the  
 42 observation cost is small.

1 The loss from choosing  $D_i$  in the transition state  $\omega_i^{E,t}$  is small. The loss from choosing  
2  $C_i$  is strictly positive. Player  $j$  is in the transition state  $\omega_j^{E,t}$  or defection state  $\omega_j^D$  with  
3 probability at least  $(1 - \beta_{j,t-1})(1 - \beta_{j,t})$ , and then choosing  $C_i$  makes a loss of  $-\ell$ . Therefore,  
4 choosing  $C_i$  is suboptimal at the transition state  $\omega_i^{E,t}$ . We will prove this fact in Appendix A.

5 Next, let us consider the observation decision in the transition state  $\omega_i^{E,t}$ . It is straightfor-  
6 ward that if player  $i$  chooses  $D_i$ , then  $m_i = 0$  is optimal. Assume that player  $i$  chooses  $C_i$ . If  
7 player  $j$  chooses  $C_j$  in the previous period, then player  $i$  should have been at the cooperation  
8 state  $\omega_i^{C,t}$  and one of the optimal stage behaviors given action  $C_i$  was  $m_i = 0$ . If player  $j$   
9 chooses  $D_j$  in the previous period, then one of player  $i$ 's optimal stage behaviors was  $m_i = 0$ .  
10 In each case,  $m_i = 0$  is optimal. Therefore,  $m_i = 0$  is optimal in the transition state  $\omega_i^{E,t}$ .

11 Lastly, let us consider the payoff. As player 1 prefers action  $D_i$  in the initial state  $\omega_i^1$ , his  
12 payoff is given by

$$\begin{aligned} v_i^* &= (1 - \delta)(1 - \beta_{j,1})(1 + g) \\ &= \{1 - (1 + g)\varepsilon'\} \left(1 - \frac{1 + g + \ell}{g + \ell}\varepsilon'\right) \\ &> 1 - \left(1 + g + \frac{1 + g + \ell}{g + \ell}\right)\varepsilon' \\ &> 1 - \varepsilon. \end{aligned}$$

13 Therefore, we have obtained Proposition 1.

14 **Remark 1.** In our strategy  $\sigma^*$ , the observation result in the current period determines the  
15 state in the next period independently of the past observation result (on the path of  $\sigma^*$ ).  
16 Thus, each player has no incentive to acquire information in the past. Therefore, even if we  
17 allow players to purchase information in the past, our efficiency result holds.

18 **Remark 2.** As we do not use interim public randomization, the assumption that each player  
19 chooses an observational decision after he chooses his action is not crucial. Even if each player  
20 chooses his action and observational decision together, we can define a strategy and belief in  
21 a similar manner to strategy  $\sigma^*$  and belief  $\psi$ .

22 **Proposition 2.** *Fix any positive  $\zeta > 0$ . Suppose that Assumptions 2 and 3 are satisfied.*  
23 *For any  $\varepsilon > 0$ , there exist  $\underline{\delta} \in \left(\frac{g}{1+g}, 1\right)$ ,  $\bar{\delta} \in (\underline{\delta}, 1)$ ,  $\bar{\lambda} > 0$ , and  $\bar{\eta} > 0$  such that for any*  
24 *discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$ , any observation cost  $\lambda \in (0, \bar{\lambda})$ , and any  $\eta_1, \eta_2 \in [0, \bar{\eta})$ , there exists*  
25 *a symmetric sequential equilibrium  $\sigma^*$  whose payoff vector  $(v_1^*, v_2^*)$  satisfies  $v_i^* \geq 1 - \varepsilon$  for*  
26 *each  $i = 1, 2$ .*

27 *Proof of Proposition 2.* We show that the strategy  $\sigma^*$  in the proof of Appendix A is a se-  
28 quential equilibrium under small  $\eta_1$  and  $\eta_2$ . If player  $i$  is in the cooperation state  $\omega_i^{C,t}$ , he  
29 observed  $C_j$  in the previous period. Thus, private signal  $z_i$  has no effect on player  $i$ 's belief.  
30 The best response stage-behavior in the cooperation state  $\omega_i^{C,t}$  is unchanged. Let us consider  
31 the transition state  $\omega_i^{E,t}$  or the defection state  $\omega_i^D$ . In the proof of Appendix A, it has been  
32 proved that player  $i$  strictly prefers  $D_i$  and  $m_i = 0$  in those states given  $\eta_1 = \eta_2 = 0$ . There-  
33 fore, because of continuity of expected utility function, player  $i$  strictly prefers  $D_i$   
34 and  $m_i = 0$  when  $\eta_1$  and  $\eta_2$  is sufficiently close to zero. Hence, the strategy  $\sigma^*$  is a sequential  
35 equilibrium when  $\eta_1$  and  $\eta_2$  is sufficiently small.  $\square$

Next, we extend Proposition 2 using Lemma 2.

**Lemma 2.** Fix any payoff vector  $v$  and any  $\varepsilon > 0$ . Suppose that there exist  $\underline{\delta} \in \left(\frac{g}{1+g}, 1\right)$ ,  $\bar{\delta} \in (\underline{\delta}, 1)$  such that for any discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$ , there exists a sequential equilibrium whose payoff vector  $(v_1^*, v_2^*)$  satisfies  $|v_i^* - v_i| \leq \varepsilon$  for each  $i = 1, 2$ . Then, there exists  $\underline{\delta}^* \in \left(\frac{g}{1+g}, 1\right)$  such that for any discount factor  $\delta \in [\underline{\delta}^*, 1)$ , there exists a sequential equilibrium whose payoff vector  $(v_1^*, v_2^*)$  satisfies  $|v_i^* - v_i| \leq \varepsilon$  for each  $i = 1, 2$ .

*Proof of Lemma 2.* We use the technique of Lemma 2 in Ellison (1994). We define  $\underline{\delta}^* \equiv \underline{\delta}/\bar{\delta}$ , and choose any discount factor  $\delta \in (\underline{\delta}^*, 1)$ . Then, we choose some integer  $n^*$  that satisfies  $\delta^{n^*} \in [\underline{\delta}, \bar{\delta}]$ . Then there exists a strategy  $\sigma^{*'}$  whose payoff vector is  $(v_1^*, v_2^*)$  given  $\delta^{n^*}$ . We divide the repeated game into  $n^*$  distinct repeated games. The first repeated game is played in period 1,  $n^*+1, 2n^*+1 \dots$ , the second repeated game is played in period 2,  $n^*+1, 2n^*+2 \dots$ , and so on. Each repeated game can be regarded as a repeated game with discount factor  $\delta^{n^*}$ . Let us consider the following strategy  $\sigma^L$ . In the 1st game, players follow strategy  $\sigma^{*'}$ . In the 2nd game, players follow strategy  $\sigma^{*'}$ . In the  $n(n \leq n^*)$ th game, players follow strategy  $\sigma^{*'}$ . Then, strategy  $\sigma^L$  is a sequential equilibrium because strategy  $\sigma^{*'}$  is a sequential equilibrium in each game. As the equilibrium payoff vector in each game satisfies  $|v_i^* - v_i| \leq \varepsilon$  for each  $i = 1, 2$ , the equilibrium payoff of strategy  $\sigma^L$  also satisfies  $|v_i^* - v_i| \leq \varepsilon$  for each  $i = 1, 2$ .  $\square$

We obtain efficiency for a sufficiently high discount factor.

**Proposition 3.** Fix any  $\zeta > 0$ . Suppose that Assumptions 2 and 3 are satisfied. For any  $\varepsilon > 0$ , there exist  $\underline{\delta}^* \in (0, 1)$ ,  $\bar{\lambda} > 0$ , and  $\bar{\eta} > 0$  such that for any discount factor  $\delta \in (\underline{\delta}^*, 1)$ , any  $\lambda \in (0, \bar{\lambda})$ , and any  $\eta_1, \eta_2 \in [0, \bar{\eta})$ , there exists a sequential equilibrium whose payoff vector  $(v_1^*, v_2^*)$  satisfies  $v_i^* \geq 1 - \varepsilon$  for each  $i = 1, 2$ .

*Proof of Proposition 3.* Apply Lemma 2 to Proposition 1.  $\square$

**Remark 3.** Proposition 3 shows monotonicity of efficiency on the discount factor. If efficiency holds given some  $\varepsilon$ , observation cost  $\lambda$ ,  $\eta_1, \eta_2$  and discount factor  $\delta$ , then efficiency holds given a sufficiently large discount factor  $\delta' > \delta$ .

## 4.2 Folk theorem

In what follows, we introduce an interim public randomization device at the end of the action phase. Public signal  $x$  is uniformly distributed over  $[0, 1)$  independently of the action profile chosen. Each player observes the interim public signal without cost. The purpose of interim public randomization is to prove a folk theorem (Theorem 1).

Let

$$\begin{aligned} \mathcal{F} &\equiv \text{convex hull of } \{u(a) \mid a \in A\}, \\ \mathcal{F}^* &\equiv \{v \in \mathcal{F} \mid v_1 \geq 0 \text{ and } v_2 \geq 0\}. \end{aligned}$$

**Theorem 1** (Approximate folk theorem). Suppose that an interim public randomization is available, and Assumptions 2 and 3 are satisfied. Fix any positive  $\zeta > 0$ . Fix any interior point  $v = (v_1, v_2)$  of  $\mathcal{F}^*$ . Fix any  $\varepsilon > 0$ . There exist a discount factor  $\underline{\delta} \in \left(\frac{g}{1+g}, 1\right)$ , observation cost  $\bar{\lambda} > 0$ , and  $\bar{\eta} > 0$  such that for any  $\delta \in [\underline{\delta}, 1)$ , any  $\lambda \in (0, \bar{\lambda})$ , and any  $\eta_1, \eta_2 \in [0, \bar{\eta})$ , there exists a sequential equilibrium whose payoff vector  $v^F = (v_1^F, v_2^F)$  satisfies  $|v_i^F - v_i| \leq \varepsilon$ .

To prove Theorem 1, we prove the following proposition first.

**Proposition 4.** *Suppose that a public randomization device is available, and  $\eta_1 = \eta_2 = 0$ , Assumptions 2 and 3 are satisfied. For any  $\varepsilon > 0$ , there exist  $\underline{\delta} \in \left(\frac{g}{1+g}, 1\right)$ ,  $\bar{\delta} \in (\underline{\delta}, 1)$ , and  $\bar{\lambda} > 0$  such that for any discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$  and for any observation cost  $\lambda \in (0, \bar{\lambda})$ , there exists a sequential equilibrium  $\sigma^{**}$  whose payoff vector  $(v_1^{**}, v_2^{**})$  satisfies  $v_1^{**} = 0$  and  $v_2^{**} \geq \frac{1+g+\ell}{1+\ell} - \varepsilon$ .*

## Strategy

First, we define strategy  $\sigma^{**}$  independently of private signal  $z$ , which will be used to present Proposition 4.

Fix any  $\varepsilon > 0$ . We define  $\bar{\varepsilon}$ ,  $\underline{\delta}$ ,  $\bar{\delta}$ , and  $\bar{\lambda}$  as follows.

$$\begin{aligned}\bar{\varepsilon} &\equiv \frac{\ell^2}{54(1+g)^3} \frac{\varepsilon}{1+\varepsilon}, \\ \underline{\delta} &\equiv \frac{g}{1+g} + \bar{\varepsilon}, \\ \bar{\delta} &\equiv \frac{g}{1+g} + 2\bar{\varepsilon} < 1, \\ \bar{\lambda} &\equiv \frac{1}{16} \frac{\ell}{(1+2g)^2} \bar{\varepsilon}^2.\end{aligned}$$

We fix an arbitrary discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$  and an arbitrary observation cost  $\lambda \in (0, \bar{\lambda})$ . We show that there exists a sequential equilibrium whose payoff vector  $(v_1^{**}, v_2^{**})$  satisfies  $v_1^{**} = 0$  and  $v_2^{**} \geq \frac{1+g+\ell}{1+\ell} - \varepsilon$ .

Applying the strategy in Section 4.1, let us consider another automaton strategy profile  $\sigma^{**}$ . Player 1 has five types of states: Initial state  $\hat{\omega}_1^1$ , adjustment state  $\omega_1^A$ , cooperation states  $(\omega_1^{C,t})_{t=3}^\infty$ , transition states  $(\omega_1^{E,t})_{t=3}^\infty$ , and defection state  $\omega_1^D$ . Player 2 also has five types of states: Initial state  $\hat{\omega}_2^1$ , adjustment state  $\omega_2^A$ , cooperation states  $(\omega_2^{C,t})_{t=3}^\infty$ , transition states  $(\omega_2^{E,t})_{t=1}^\infty$ , and defection state  $\omega_2^D$ .

The stage behaviors and transition functions in the cooperation states  $(\omega_1^{C,t})_{t=3}^\infty$  and  $(\omega_2^{C,t})_{t=2}^\infty$ , transition states  $(\omega_1^{E,t})_{t=3}^\infty$  and  $(\omega_2^{E,t})_{t=2}^\infty$ , and the defections state  $\omega_i^D$  are the same as those given in strategy  $\sigma^*$ . Note that  $\hat{\omega}_i^1$ ,  $\omega_i^A$ , and  $\omega_2^{E,1}$  are new states.

To define the stage behaviors and transition functions in the new states, we use the sequence  $(\beta_{i,t})_{i=1,2,t=1}^\infty$ , which is defined in the proof of Proposition 1. Let us define

$$\hat{x} \equiv \frac{\ell}{\delta(1-\beta_{2,2})(1+g)}.$$

Player 1 chooses stage behavior  $C_1$  with probability  $\beta_{1,1}$ , and  $D_1$  with probability  $1-\beta_{1,1}$  in the initial state  $\hat{\omega}_1^1$ . Irrespective of player 1's action, he chooses  $m_1 = 0$ . The state remains the same if realized  $x$  is greater than  $\hat{x}$ . Player 1 moves to the adjustment state  $\omega_1^A$  if player 1 chose  $C_1$  and realized  $x$  is smaller than  $\hat{x}$ . Player 1 moves to the defection state  $\omega_1^D$  if player 1 chose  $C_1$  and realized  $x$  is smaller than  $\hat{x}$ . In the adjustment state  $\omega_1^A$ , player 1 chooses  $C_1$  with probability  $1-\beta_{1,2}$ . If player 1 chooses  $C_i$ , he chooses  $m_1 = 1$  with probability  $1-\beta_{1,3}$ . When player 1 chooses  $D_1$ , he never observes the opponent. The transition function in the adjustment state  $\omega_1^A$  is the same as the one in the transition state  $\omega_1^{E,2}$ .

1 The prescribed actions and observational decisions, and state transition function are sum-  
 2 marized in the table and figure below.

State	$\hat{\omega}_1^1$	$\omega_1^A$	$\omega_1^{C,t}$	$\omega_1^{E,t}$	$\omega_1^D$
Action	$C_1$ w.p. $1 - \beta_{1,1}$ $D_1$ w.p. $\beta_{1,1}$	$C_1$ w.p. $1 - \beta_{1,2}$ , $D_1$ w.p. $\beta_{1,2}$	Same as in strategy $\sigma^*$		
$m_1$ given $C_1$	$m_1 = 0$	$m_1 = 1$ w.p. $1 - \beta_{1,3}$ $m_1 = 0$ w.p. $\beta_{1,3}$			
$m_1$ given $D_1$	$m_1 = 0$				

Table 4: Actions and observational decisions of player 1

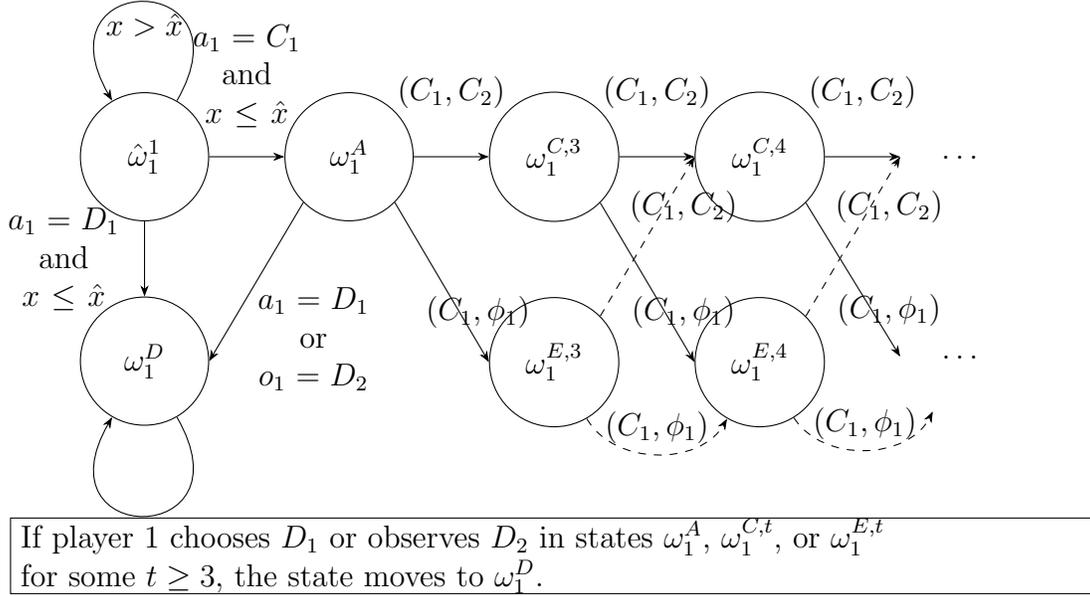


Figure 2: State transition function of player 1

3 Player 2 chooses  $D_2$  in the initial state  $\hat{\omega}_2^1$ . Player 2 observes player 1 with probability  $1 -$   
 4  $\beta_{2,1}$  irrespective of her action when realized  $x$  is not greater than  $\hat{x}$ . The state remains the  
 5 same if realized  $x$  is smaller than  $\hat{x}$ . Player 2 moves to the adjustment state  $\omega_2^A$  if she  
 6 observes  $C_1$  and realized  $x$  is smaller than  $\hat{x}$ . Player 1 moves to the defection state  $\omega_1^D$  if she  
 7 observes  $C_1$  and realized  $x$  is smaller than  $\hat{x}$ . Player 2 moves to the adjustment state  $\omega_2^{E,1}$  if  
 8 she chooses  $m_2 = 0$  and realized  $x$  is smaller than  $\hat{x}$ . In the adjustment state  $\omega_2^A$ , player 2  
 9 chooses  $C_2$ . When player 2 chooses  $C_2$ , she observes player 1 with probability  $1 - \beta_{2,2}$ . If  
 10 player 2 chooses  $D_2$ , she does not observe the opponent. In the transition state  $\omega_2^{E,1}$ , player 2  
 11 chooses  $D_2$  and  $m_2 = 0$  irrespective of her action. The transition functions in the adjustment  
 12 state  $\omega_2^A$  and the transition state  $\omega_2^{E,1}$  are the same as the one in the initial state  $\omega_2^1$  given  
 13 strategy  $\sigma^*$ . That is, if player 2 observes  $(C_2, C_1)$ , she moves to the cooperation state  $\omega_2^{C,2}$ .  
 14 If player 2 chooses  $C_2$  but does not observe, she moves to the transition state  $\omega_2^{E,2}$ . When  
 15 player 2 chooses  $D_2$  or observes  $D_1$ , she moves to the defection state  $\omega_2^D$ .

16 The prescribed actions and observational decisions, and state transition function are sum-  
 17 marized in the table and figure below.

State	$\hat{\omega}_2^1$	$\omega_2^A$	$\omega_2^{E,1}$	$\omega_2^{C,t}$	$\omega_2^{E,t}$ ( $t \geq 2$ )	$\omega_2^D$
Action	$D_2$	$C_2$	$D_2$	Same as in strategy $\sigma^*$		
$m_2$ given $C_2$	$m_2 = 1$ w.p. $1 - \beta_{2,1}$ $m_2 = 0$ w.p. $\beta_{2,1}$	$m_2 = 1$ w.p. $1 - \beta_{2,2}$ $m_2 = 0$ w.p. $\beta_{2,2}$	$m_2 = 0$			
$m_2$ given $D_2$	$m_i = 0$					

Table 5: Actions and observational decisions of player 2

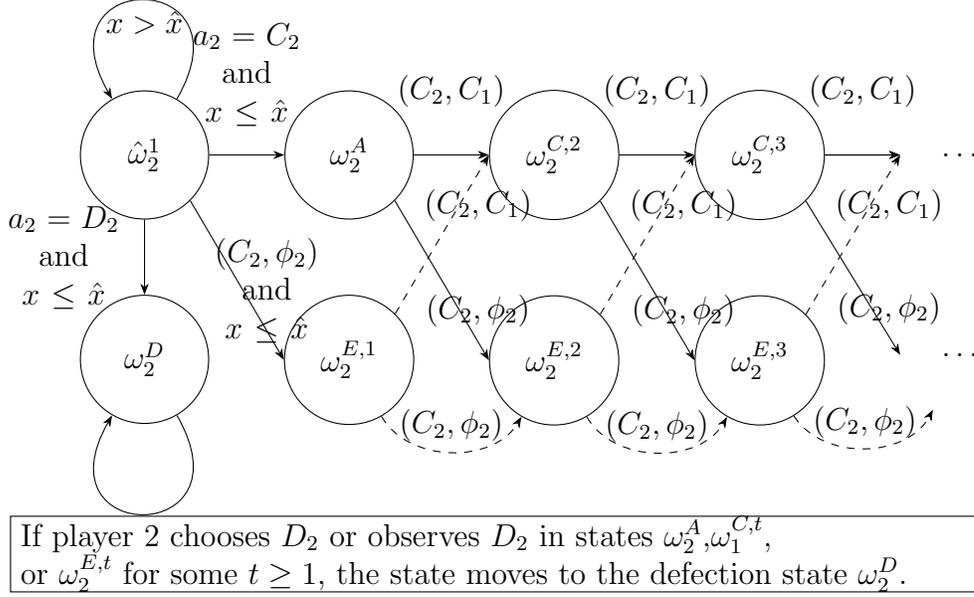


Figure 3: State transition function of player 2

1 Let strategy  $\sigma^{**}$  be the strategy defined by the above automaton. Next, we define a  
2 consistent system of beliefs with strategy profile  $\sigma^{**}$ . We consider a sequence of behavioral  
3 strategy profiles  $(\hat{\sigma}^n)_{n=1}^\infty$  such that each strategy profile attaches a positive probability to  
4 every move, but puts far greater weights on the trembles on  $C_i$  in the defection state  $\omega_i^D$   
5 compared with other stage behaviors in the other states. These trembles induce a consistent  
6 system of beliefs that player  $i$  at any defection state  $\omega_i^D$  is sure that the state of their opponent  
7 is the defection state  $\omega_j^D$  or transition state  $\omega_j^{E,t}$  for some  $t \geq 2$ .

8 *Proof of Proposition 4*. Here we prove Proposition 4 using strategy  $\sigma^{**}$ .

9 Let us consider the sequential rationality of player 1. We consider the defection state  $\omega_1^D$ .  
10 As in the proof of Proposition 1, player 1 in the defection state  $\omega_1^D$  is certain that player 2 is  
11 in the defection state  $\omega_2^D$  or transition state  $\omega_2^{E,t}$  for some  $t \geq 1$ . Therefore, it is optimal for  
12 player 1 to choose action  $D_1$  and choose  $m_1 = 0$  irrespective of his action.

13 Next, let us consider a cooperation state  $\omega_1^{C,t}$  ( $t \geq 3$ ). Player 1 believes that player 2 is in  
14 the cooperation state  $\omega_1^{C,t-1}$  with probability  $1 - \beta_{2,t-1}$  and the transition state  $\omega_1^{E,t-1}$  with  
15 the remaining probability  $\beta_{2,t-1}$ . This is the same belief over the opponent's state as the  
16 one that player 1 has in the cooperation state  $\omega_1^{C,t-1}$  given strategy  $\sigma^*$ . Hence, the optimal  
17 stage behavior is also the same as the one of the cooperation state  $\omega_1^{C,t-1}$  given strategy  $\sigma^*$ .  
18 Therefore, it is optimal for player 1 to choose  $C_1$ . When player 1 chooses  $C_1$ , player 1 is

1 indifferent to his observational decision. Using the same argument, the sequential rationality  
 2 in the transition state  $\omega_1^{E,3}(t \geq 3)$  is also straightforward.

3 Let us consider the adjustment state  $\omega_1^A$ . Player 2 is in the adjustment state  $\omega_2^A$  with  
 4 probability  $1 - \beta_{2,1}$ . Player 2 observes player 1 with probability  $1 - \beta_{2,3}$  given action  $C_2$   
 5 in the adjustment state  $\omega_2^A$ . Furthermore, the state transition functions in the adjustment  
 6 state  $\omega_2^A$  and the state transition state  $\omega_2^{E,1}$  are the same as the one in the initial state  $\omega_2^1$   
 7 given strategy  $\sigma^*$ . This conjecture over the continuation play of player 1 is the same as the  
 8 one in the initial state  $\omega_1^1$  given strategy  $\sigma^*$ . Therefore, player 1 is indifferent among  $(C_1, 1)$ ,  
 9  $(C_1, 0)$ , and  $(D_1, 0)$ . When player 1 chooses  $D_1$ , player 1 prefers  $m_1 = 0$ .

10 Finally, let us consider the initial state  $\hat{\omega}_1^1$ . If player 1 chooses  $D_1$ , he obtains zero payoff.  
 11 If player 1 chooses  $C_1$  and  $x \leq \hat{x}$  is realized, player 1 will move to the adjustment state.  
 12 Then, choosing  $(D_1, 0)$  in the adjustment state, player 1 obtains  $(1 - \delta)(1 - \beta_{2,1})(1 + g)$ .  
 13 Therefore, the indifference condition between action  $C_1$  and action  $D_1$  is given by

$$0 = -\ell + \hat{x}\delta(1 - \delta)(1 - \beta_{2,1})(1 + g).$$

14 This condition is ensured by the definition of  $\hat{x}$ . In addition,  $m_1 = 0$  is optimal irrespective  
 15 of his actions because player 2 chooses  $D_2$  with certainty. Therefore, it is optimal for player 1  
 16 to follow the strategy  $\sigma^{**}$ .

17 Next, let us consider player 2. Applying similar arguments of player 1 to states  $\omega_2^D$ ,  
 18  $\omega_2^{C,t}(t \geq 2)$ , and  $\omega_2^{E,t}(t \geq 2)$ , we can show the sequential rationality in those states. The  
 19 sequential rationality in the defection state  $\omega_2^D$  is straightforward because player 2 is sure  
 20 that player 1 is in the transition state or the defection state. In the cooperation state  $\omega_2^{C,t}$ ,  
 21 player 1 is in the cooperation state  $\omega_1^{C,t+1}$  with probability  $1 - \beta_{1,t+1}$ . This belief over the  
 22 continuation play of player 1 is the same as the one that player 2 has in the cooperation state  
 23  $\omega_2^{C,t+1}$  given strategy  $\sigma^*$ . Therefore, choosing  $C_2$  is optimal and player 2 is indifferent to her  
 24 observational decision given  $C_2$ . When player 2 chooses  $D_2$ , she prefers  $m_2 = 0$ . Similarly,  
 25 it is obvious that  $D_2$  and  $m_2 = 0$  irrespective of his action are optimal in the transition  
 26 state  $\omega_2^{E,t}$ .

27 Let us consider the adjustment state  $\omega_2^A$ . Then, player 2 is certain that player 1 is in  
 28 the adjustment state  $\omega_1^A$ . Then, player 1 chooses  $C_1$  with probability  $1 - \beta_{1,2}$ , and observes  
 29 player 2 with probability  $1 - \beta_{1,3}$  given  $C_1$ . Furthermore, the state transition function of  
 30 player 1 is the same as the one in the cooperation state  $\omega_1^{C,2}$ . The conjecture is the same as  
 31 the one in the cooperation state  $\omega_2^{C,2}$  given strategy  $\sigma^*$ . Therefore, choosing  $C_2$  is optimal,  
 32 and player 2 is indifferent to her observation decisions given  $C_2$ . When player 2 chooses  $D_2$ ,  
 33 she prefers  $m_2 = 0$ . We apply the same argument to the transition state  $\omega_2^{E,1}$  and obtain  
 34 that it is optimal for player 2 to choose  $D_2$  and  $m_2 = 0$  irrespective of her action.

35 Using similar arguments again, we can consider the initial state  $\hat{\omega}_2^1$  as well. Consider  
 36 observation phase after  $x \leq \hat{x}$  is realized. If player 2 observes  $C_1$ , player 1 moves to the  
 37 adjustment state  $\omega_1^A$  for sure. As we confirmed before, the belief in the adjustment state  $\omega_2^A$   
 38 is the same as the one in the cooperation state  $\omega_2^{C,2}$  given strategy  $\sigma^*$ . If player 2 observes  $D_1$ ,  
 39 player 1 moves to the adjustment state  $\omega_1^D$  with certainty. This conjecture is the same as the  
 40 one player 2 faces in the observation phase given  $C_2$  in the initial state  $\omega_2^1$  given strategy  $\sigma^*$ .  
 41 Therefore, player 2 is indifferent between  $m_2 = 1$  and  $m_2 = 0$ . Furthermore, it is obvious  
 42 that player 2 has no incentive to choose  $D_2$  in the action phase in the initial state  $\hat{\omega}_2^1$  because  
 43 player 1 does not observe player 2 in the initial state  $\hat{\omega}_1^1$ . It has been proved that this  
 44 strategy  $\sigma^{**}$  is a sequential equilibrium.

1 Finally, let us consider the equilibrium payoff. It is obvious that  $v_1^{**}$  equals zero because  
 2 player 1 (weakly) prefers action  $D_1$  in the initial state  $\hat{\omega}_1^1$ . Player 2 prefers action  $D_2$  in the  
 3 initial state  $\hat{\omega}_2^1$ . In the adjustment state  $\omega_2^A$ , one of the best responses is choosing  $C_2$  and  
 4  $m_2 = 0$ , and the payoff is bounded below by the one of choosing  $D_2$  and  $m_2 = 0$ . Therefore,  
 5 player 2's payoff is bounded below by

$$\begin{aligned} v_2^{**} &> (1 - \delta) \{ (1 - \beta_{1,1})(1 + g) - \hat{x}\lambda \} + \delta \hat{x}(1 - \delta)(1 - \beta_{1,2})(1 + g) + \delta(1 - \hat{x})v_2^{**} \\ &> (1 - \delta) \{ (1 - \beta_{1,1})(1 + g) - \lambda \} + \hat{x}(1 - \delta)(1 - \beta_{1,2})g + \delta(1 - \hat{x})v_2^{**} \\ &> (1 - \delta)(1 - \beta_{1,1})(1 + g + \hat{x}g) - (1 - \delta)\lambda + \delta(1 - \hat{x})v_2^{**}. \end{aligned}$$

6 The second inequality holds because  $\delta > \underline{\delta} > \frac{g}{1+g}$  and  $\hat{x} < 1$  hold. Lemma 1 ensures  
 7  $\beta_{1,2} < \beta_{1,1}$  and the third inequality.

8 Subtracting  $\delta(1 - \hat{x})v_2^{**}$  from both sides, we obtain

$$v_2^{**} > \frac{\left(1 - \frac{1+g+\ell}{g+\ell}\varepsilon'\right)(1 + g + \hat{x}g) - \lambda}{1 + \frac{\delta}{1-\delta}\hat{x}} > \frac{1 + g + \hat{x}g - 2(1 + g)\frac{1+g+\ell}{g+\ell}\varepsilon'}{1 + \frac{\delta}{1-\delta}\hat{x}}.$$

9 In what follows, we often use the following lemma.

10 **Lemma 3.** For any  $y \in (0, \frac{1}{2})$ , it holds that

$$\begin{aligned} 1 + y &< \frac{1}{1 - y} < 1 + 2y, \\ 1 - y &< \frac{1}{1 + y} < 1. \end{aligned}$$

11 *Proof of Lemma 3.* This can be shown with simple calculations. □

12 Let us consider the denominator.

$$\begin{aligned} 1 + \frac{\delta}{1 - \delta}\hat{x} &= 1 + \frac{g + (1 + g)\varepsilon'}{1 - (1 + g)\varepsilon'}\hat{x} = 1 + \left(\frac{1 + g}{1 - (1 + g)\varepsilon'} - 1\right)\hat{x} \\ &< 1 + \{(1 + g)(1 + 2(1 + g)\varepsilon') - 1\}\hat{x} \\ &= 1 + \{g + 2g(1 + g)^2\varepsilon'\}\hat{x} \end{aligned}$$

13 Lemma 3 ensures the inequality.

14 The value of  $\hat{x}$  is bounded above by

$$\hat{x} = \frac{\ell}{\delta(1 - \beta_{2,2})(1 + g)} < \frac{1}{1 - \frac{1+g+\ell}{g+\ell}\varepsilon'}\frac{\ell}{g} < \left(1 + 2\frac{1 + g + \ell}{g + \ell}\varepsilon'\right)\frac{\ell}{g}.$$

15 Lemma 3 ensures the last inequality. Therefore, we have an upper bound of the denominator  
 16 as follows.

$$\begin{aligned} 1 + \frac{\delta}{1 - \delta}\hat{x} &< 1 + \{g + 2(1 + g)^2\varepsilon'\}\left(1 + 2\frac{1 + g + \ell}{g + \ell}\varepsilon'\right)\frac{\ell}{g} \\ &< 1 + \{\ell + 2(1 + g)^2\varepsilon'\}\left(1 + 2\frac{1 + 2g}{g}\varepsilon'\right) \\ &< 1 + \ell + 2(1 + g)^2\varepsilon' + 2(1 + 2g)\varepsilon' + (1 + g)^2\varepsilon' \\ &< 1 + \ell + 5(1 + 2g)^2\varepsilon'. \end{aligned}$$

1 The third inequality follows from Assumption 3 and  $\varepsilon' < 2\bar{\varepsilon}$ .

2 Next, let us consider a lower bound of the numerator.

$$1 + g + \hat{x}g - 2(1 + g)\frac{1 + g + \ell}{g + \ell}\varepsilon' > 1 + g + \hat{x}g - 2\frac{(1 + 2g)^2}{g}\varepsilon'.$$

3 The value of  $\hat{x}$  has the following lower bound.

$$\hat{x} > \frac{\ell}{g + (1 + g)\varepsilon'} = \frac{1}{1 + \frac{1+g}{g}\varepsilon'}\frac{\ell}{g} > \left(1 - \frac{1 + g}{g}\varepsilon'\right)\frac{\ell}{g} = \frac{\ell}{g} - \frac{1 + g}{g}\varepsilon'.$$

4 Thus, the numerator is bounded below by

$$1 + g + \left(\frac{\ell}{g} - \frac{1 + g}{g}\varepsilon'\right)g - 2\frac{(1 + 2g)^2}{g}\varepsilon' > 1 + g + \ell - 3\frac{(1 + 2g)^2}{g}\varepsilon'.$$

5 The last inequality is ensured by Lemma 3.

6 Therefore, we obtain a lower bound of  $v_2^{**}$  as follows.

$$\begin{aligned} v_2^{**} &> \frac{1 + g + \ell - 3\frac{(1+2g)^2}{g}\varepsilon'}{1 + \ell + 5(1 + 2g)^2\varepsilon'} \\ &> \frac{1 + g + \ell}{1 + \ell} \left( \frac{1 - 3\frac{(1+2g)^2}{g(1+g+\ell)}\varepsilon'}{1 + 5\frac{(1+2g)^2}{1+\ell}\varepsilon'} \right) \\ &> \frac{1 + g + \ell}{1 + \ell} \left( 1 - 3\frac{(1 + 2g)^2}{g(1 + g + \ell)}\varepsilon' \right) \left( 1 - 5\frac{(1 + 2g)^2}{1 + \ell}\varepsilon' \right) \\ &> \frac{1 + g + \ell}{1 + \ell} \left( 1 - 3\frac{(1 + 2g)^2}{g}\varepsilon' \right) \left( 1 - 5\frac{(1 + 2g)^2}{g}\varepsilon' \right) \\ &> \frac{1 + g + \ell}{1 + \ell} \left( 1 - 8\frac{(1 + 2g)^2}{g}\varepsilon' \right) \\ &> \frac{1 + g + \ell}{1 + \ell} - 8\frac{(1 + 2g)^3}{g}\varepsilon' > 1 - \varepsilon. \end{aligned}$$

7

□

8 Let us explain why we need an interim public randomization device and why we cannot  
9 use a public randomization device at the end of the observation phase instead of interim  
10 public randomization. In our strategy, the defection state  $\omega_i^D$  is an absorbing state. It is  
11 also obvious that the payoff vector of  $(D_1, D_2)$  is Pareto inefficient. Therefore, to achieve  
12 a nearly Pareto-efficient outcome, the probability that each player  $i$  moves to the defection  
13 state  $\omega_i^D$  must be small enough. It means that the observation probability of player 2 in  
14 the initial state  $\hat{\omega}_2^1$  and the probability of  $C_1$  in the initial state  $\hat{\omega}_1^1$  must be high enough.  
15 However, taking Assumption 3 into account, player 1 has a stronger incentive to choose  
16  $C_1$  given strategy  $\sigma^{**}$  than given strategy  $\sigma^*$ , and does not randomize actions  $C_1$  and  $D_1$ .  
17 To mitigate this strong incentive, we need a public randomization device. It is well known  
18 that we can decrease the efficient discount factor by dividing the game into several games  
19 (e.g., Ellison (1994)). Moving back to the initial state irrespective of stage behavior with  
20 a certain probability, player  $i$  considers the continuation payoff to be less important. Let  $\hat{\delta}$

1 be an efficient discount factor in the initial state. If player 1 chooses  $D_1$  in the initial state,  
 2 he obtains 0. If player 1 chooses  $C_1$  in the initial state, he obtains a nonaveraged payoff  
 3  $-\ell + \hat{\delta}(1 + g)$ . Therefore, to make player 1 indifferent between actions  $C_1$  and  $D_1$  in the  
 4 initial state  $\hat{\omega}_1^1$ , the efficient discount factor must be close to  $\frac{\ell}{1+g}$ .

5 It will affect not only player 1 but also player 2's incentive. As the continuation payoff  
 6 is less important, player 2's observation incentive decreases. To keep the right-hand side of  
 7 (3) unchanged, the probability  $\gamma_{1,1}$  of  $D_1$  in the initial state  $\hat{\omega}_1^1$  must satisfy the following  
 8 equation.

$$\delta(1 - \beta_{1,2}) = \hat{\delta}(1 - \gamma_{1,1})$$

9 or,

$$\gamma_{1,1} = 1 - \frac{\delta}{\hat{\delta}}(1 - \beta_{1,2}).$$

10 Taking  $\delta \sim \frac{g}{1+g}$ ,  $\hat{\delta} \sim \frac{\ell}{1+g}$ , Assumption 3, and  $\beta_{1,2} \sim 0$  into account, we find that  $\gamma_{1,1} \sim 1 - \frac{\ell}{g}$  is  
 11 negative. Therefore, we cannot make player 2 indifferent to her observational decisions when  
 12 player 1 is indifferent between actions  $C_1$  and  $D_1$ . We need an interim public randomization  
 13 device to mitigate player 1's incentive independently of player 2's incentive.

14 **Corollary 4.1.** *Suppose that an interim public randomization device is available, and As-*  
 15 *sumptions 2 and 3 are satisfied. Fix any positive  $\zeta > 0$ . For any  $\varepsilon > 0$ , there exist*  
 16  *$\underline{\delta} \in \left(\frac{g}{1+g}, 1\right)$ ,  $\bar{\delta} \in (\underline{\delta}, 1)$ ,  $\bar{\lambda} > 0$ , and  $\bar{\eta} > 0$  such that for any discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$ ,*  
 17 *any observation cost  $\lambda \in (0, \bar{\lambda})$ , and any  $\eta_1, \eta_2 \leq \bar{\eta}$ , there exists a sequential equilibrium  $\sigma^{**}$*   
 18 *whose payoff vector  $(v_1^{**}, v_2^{**})$  satisfies  $v_1^{**} = 0$  and  $v_2^{**} \geq \frac{1+g+\ell}{1+\ell} - \varepsilon$ .*

19 *Proof of Corollary 4.1 .* Let us show that strategy  $\sigma^{**}$  is a sequential equilibrium if  $\eta_1$  and  
 20  $\eta_2$  is sufficiently small. If player  $i$  is in the cooperation state  $\omega_i^{C,t}$ , the private signal  $z_i$  has  
 21 no effect on the belief of player  $i$  because player  $i$  directly observed player  $j$ 's action,  $C_j$ , in  
 22 the previous period. In the adjustment state  $\omega_1^A$ , player 1 is certain that player 2 chose  $D_2$  in  
 23 the initial state  $\hat{\omega}_2^1$ . Hence, the private signal  $z_i$  does not change the belief and best response  
 24 stage-behavior of player 1 when player 1 is in the cooperation or adjustment states. In the  
 25 transition or defection states, player 1 strictly prefers action  $D_1$  and  $m_1 = 0$  when  $\eta_2 = 0$ .  
 26 Therefore, because of continuity of expected utility function, it is optimal for player 1 to  
 27 choose action  $D_1$  and  $m_1 = 0$  if  $\eta_2$  is sufficiently small. Thus, it is optimal for player 1 to  
 28 follow strategy  $\sigma^{**}$  if  $\eta_2$  is sufficiently small.

29 Let us consider player 2. In any transition state  $\omega_2^{E,t}(t \geq 1)$ , player 2 strictly prefers  
 30 action  $D_2$  and  $m_2 = 0$  when  $\eta_1 = 0$ . Thus, it is optimal for player 2 choose action  $D_2$   
 31 and  $m_2 = 0$  when  $\eta_1$  is sufficiently small. In adjustment and cooperation states, the private  
 32 signal  $z_2$  has no effect to player 2's belief because player 2 observed  $C_1$  in the previous period.  
 33 Hence, it is optimal for player 2 to follow strategy  $\sigma^{**}$  if  $\eta_1$  is sufficiently small. Thus, the  
 34 strategy  $\sigma^{**}$  is a sequential equilibrium if  $\eta_1$  and  $\eta_2$  are sufficiently small.  $\square$

35 **Corollary 4.2.** *Suppose that an interim public randomization device is available, and As-*  
 36 *sumptions 2 and 3 are satisfied. Fix any  $\zeta > 0$ . For any  $\varepsilon > 0$ , there exist  $\underline{\delta} \in \left(\frac{g}{1+g}, 1\right)$ ,*  
 37  *$\bar{\lambda} > 0$ , and  $\bar{\eta} > 0$  such that for any discount factor  $\delta \in [\underline{\delta}, 1)$ , any observation cost  $\lambda \in (0, \bar{\lambda})$ ,*  
 38 *and any  $\eta_1, \eta_2 \in [0, \bar{\eta})$ , there exists a sequential equilibrium  $\sigma^{**}$  whose payoff vector  $(v_1^{**}, v_2^{**})$*   
 39 *satisfies  $v_1^{**} = 0$  and  $v_2^{**} \geq \frac{1+g+\ell}{1+\ell} - \varepsilon$ .*

1 *Proof of Corollary 4.2*. Use Lemma 2. □

2 We have shown that two payoff vectors can be approximated by sequential equilibria  
 3 (Propositions 1 and 4) when the discount factor is sufficiently large and the observation cost  
 4 is sufficiently small. It is straightforward that a payoff vector  $(\frac{1+g+\ell}{1+\ell}, 0)$  can be approximated  
 5 by a sequential equilibrium exchanging the roles of player 1 and player 2.

6 Using the technique in Ellison (1994) again and alternating four strategies  $\sigma^*, \sigma^{**}$ , and  
 7 the repetition of the stage game Nash equilibrium, we can approximate any payoff vector  
 8 in  $\mathcal{F}^*$ .

9 *Proof of Theorem 1*. See Appendix C. □

10 **Remark 4.** As Miyagawa et al. (2008) mentioned, some previous literature requires a very  
 11 complicate strategy and a very high discount factor for their results. On the other hand,  
 12 our strategy is much simpler than theirs and a required discount factor is not high. For the  
 13 payoff vector  $(1, 1)$  or  $(\frac{1+g+\ell}{1+\ell}, 0)$ , a slightly larger discount factor than  $\frac{g}{1+g}$  is required (See  
 14 Propositions 1 and 4). If we can use a public randomization device at the beginning of the  
 15 repeated game, our folk theorem holds with the same level of discount factor.

16 **Remark 5.** Let us discuss what happens if the prisoner’s dilemma is asymmetric, as in  
 17 Table 6.

		Player 2			
		$C_2$		$D_2$	
Player 1	$C_1$	1 , 1	$-\ell_1, 1 + g_2$		
	$D_1$	$1 + g_1, -\ell_2$	0 , 0		

Table 6: Asymmetric prisoner’s dilemma

18 In the proofs of the propositions and theorems, we require that the discount factor  $\delta$  is  
 19 sufficiently close to  $\frac{g}{1+g}$ . This condition is needed to approximate a Pareto-efficient payoff  
 20 vector. If  $g_1 \neq g_2$ , it is impossible to ensure that the discount factor  $\delta$  is sufficiently close to  
 21 both  $\frac{g_1}{1+g_1}$  and  $\frac{g_2}{1+g_2}$ . Therefore, we have to confine our attention to the case of  $g_1 = g_2 = g$ .

22 Let us consider Propositions 1 and 3. In the construction of the strategy, the randomiza-  
 23 tion probability of player  $i$  is defined based on the incentive constraint of the opponent only,  
 24 or, it is determined based on  $\delta, g, \ell_j$  and is independent of  $\ell_i$ . Hence, if  $g_1 = g_2$  and Assump-  
 25 tions 2 and 3 for each  $\ell_i$  ( $i = 1, 2$ ) hold, our approximate efficiency result and approximate  
 26 folk theorem hold under a small observation cost. Symmetricity of  $\ell_1$  and  $\ell_2$  is not important  
 27 for our strategy although symmetricity of  $g_1 = g_2$  is crucial.

## 28 5 Concluding Remarks

29 Prisoner’s dilemma is a minimal model to describe cooperation because it has only two  
 30 actions: cooperation and uncooperation. Prisoner’s dilemma under costly observation has  
 31 some difficulties in cooperation.

32 First, the number of actions is limited. This means that players cannot communicate using  
 33 a variety of actions. If more than two actions are available, we can consider an equilibrium  
 34 strategy where each player randomizes some two actions on the equilibrium path. If a player  
 35 has an incentive to randomize actions  $C_i$  and  $D_i$  on the path in infinitely repeated prisoner’s

1 dilemma, it means that the repetition of  $D_i$  is one of the optimal strategies. Player  $i$  loses  
 2 an incentive to observe because one of his optimal strategies is unchanged irrespective of his  
 3 observation result.

4 Second, the number of players is limited. If there are three players  $A, B$ , and  $C$ , it  
 5 is easy to check the observation deviation of the opponents. Player  $A$  can monitor the  
 6 observational decisions of players  $B$  and  $C$  by comparing their actions. If players  $B$  and  
 7  $C$  choose inconsistent actions toward each other, player  $A$  finds that players  $B$  or  $C$  do  
 8 not observe some of the players. Third, there is no free-cost informative signal. To obtain  
 9 information about the actions chosen by their opponents, players have to observe. Despite  
 10 the above limitations, we have shown our efficiency without randomization device.

11 We considered an interim public randomization device and obtained a folk theorem. It is  
 12 worth mentioning that our folk theorem holds in some asymmetric prisoner's dilemma. Our  
 13 results might be applied to more general games.

## 14 Appendix

### 15 A Proof of Proposition 1

16 *Proof.* We prove Proposition 1. Now, let us show that the strategy profile  $\sigma^*$  is a sequential  
 17 equilibrium. The equilibrium payoff and the sequential rationalities in the initial, coopera-  
 18 tion, and defection states have already been shown in Section 4. We consider th sequential  
 19 rationality in the transition state  $\omega_i^{E,t}$  in detail.

20 We consider any history in period  $t$  ( $\geq 2$ ) associated with the transition state. Strategy  $\sigma^*$   
 21 prescribes  $D_i$  and  $m_i = 0$  irrespective of his actions in the transition state. Let us consider  
 22 a nonaveraged continuation payoff when player  $i$  chooses action  $C_i$ . Let  $p$  be the belief of  
 23 player  $i$  that his opponent is in the cooperation state  $\omega_j^{C,t}$ . Therefore, if player  $i$  observes  
 24 his opponent in period  $t$ , then  $(a_i^t, o_i^t) = (C_i, C_j)$  is realized with probability  $p$  and the state  
 25 moves to the cooperation state  $\omega_i^{C,t+1}$ . Let

$$W_{i,t} \equiv \{(1 - \beta_{j,t}) \cdot 1 - \beta_{j,t} \cdot \ell\} + \delta(1 - \beta_{j,t})(1 - \beta_{j,t+1})(1 + g). \quad (4)$$

26 The value of  $W_{i,t}$  is the nonaveraged continuation payoff from the cooperation state  $\omega_i^{C,t}$   
 27 when player  $i$  follows strategy  $\sigma_i^*$ . Therefore, the upper bound of the nonaveraged payoff  
 28 when player  $i$  chooses action  $C_i$  in period  $t$  is given by

$$p - (1 - p)\ell + \delta p W_{i,t+1}.$$

29 The nonaveraged payoff when player  $i$  chooses  $D_i$  is bounded above by  $p(1 + g)$ . Therefore,  
 30 action  $D_i$  is profitable if the following value is negative.

$$p - (1 - p)\ell + \delta p W_{i,t+1} - p(1 + g).$$

1 We can rewrite the above value as follows.

$$\begin{aligned}
& p - (1 - p)\ell + \delta p W_{i,t+1} - p(1 + g) \\
& = (1 - \beta_{j,t}) - \beta_{j,t}\ell - \lambda + \delta(1 - \beta_{j,t})W_{i,t+1} - (1 - \beta_{j,t})(1 + g) \\
& \quad + \lambda + \{p - (1 - \beta_{j,t})\} \{1 + \ell + \delta W_{i,t+1} - (1 + g)\} \\
& = W_{i,t} - (1 - \beta_{j,t})(1 + g) + \lambda + \{p - (1 - \beta_{j,t})\} \{\delta W_{i,t+1} - (g - \ell)\} \\
& = \frac{\lambda}{\delta(1 - \beta_{j,t-1})} + \lambda + \{p - (1 - \beta_{j,t})\} \{\delta W_{i,t+1} - (g - \ell)\}. \tag{5}
\end{aligned}$$

2 The second equality follows from equation (4) in period  $t$ . The last equality is ensured by (3)  
3 in period  $t - 1$ .

4 Using equation (3), we obtain the lower bound of  $\delta W_{t+1} - (g - \ell)$  as follows.

$$\begin{aligned}
\delta W_{i,t+1} - (g - \ell) & \geq \delta(1 - \beta_{j,t+1})(1 + g) - (g - \ell) \\
& \geq \{g + (1 + g)\varepsilon'\} \left(1 - \frac{1 + g + \ell}{g + \ell}\varepsilon'\right) - (g - \ell) \\
& \geq \frac{\ell}{2}. \tag{6}
\end{aligned}$$

5 The second inequality follows from  $\beta_{i,t} \leq \frac{1+g+\ell}{g+\ell}\varepsilon'$  by Lemma 1. The last inequality is ensured  
6 by  $\varepsilon' \leq 2\bar{\varepsilon}$ . The maximum value of  $p$  is  $(1 - \beta_{j,t-1})(1 - \beta_{j,t})$ . Taking (6) into account, we  
7 show that (5) is negative as follows.

$$\begin{aligned}
& \frac{\lambda}{\delta(1 - \beta_{j,t-1})} + \lambda - \{(1 - \beta_{j,t}) - p\} \{\delta W_{j,t+1} - (g - \ell)\} \\
& \leq \frac{\lambda}{\delta(1 - \beta_{j,t-1})} + \lambda - (1 - \beta_{j,t})\beta_{j,t-1}\frac{\ell}{2} \\
& \leq \frac{1 + g}{g} \frac{1}{1 - \frac{1+g+\ell}{g+\ell}\varepsilon'} \lambda + \lambda - \left(1 - \frac{1 + g + \ell}{g + \ell}\varepsilon'\right) \frac{1}{2} \frac{1 + g - \ell}{g + \ell} \varepsilon' \frac{\ell}{2} < 0.
\end{aligned}$$

8 The second inequality is ensured by  $\delta \in [\underline{\delta}, \bar{\delta}]$  by Lemma 1 and  $\beta_{j,t}, \beta_{j,t-1} \in \left[\frac{1}{2} \frac{1+g-\ell}{g+\ell}\varepsilon', \frac{1+g+\ell}{g+\ell}\varepsilon'\right]$ .  
9 Therefore, player  $i$  prefers  $D_i$  to  $C_i$ . Hence, it has been proven that it is optimal for player  $i$   
10 to follow strategy  $\sigma^*$ . The strategy  $\sigma^*$  is a sequential equilibrium. Proposition 1 has been  
11 proved.  $\square$

## 12 B Proof of Lemma 1

13 *Proof of Lemma 1.* To prove Lemma 1, we will use the following Lemma 4 holds.

14 **Lemma 4.** *Suppose that Assumptions 2 and 3 are satisfied. Fix any discount factor  $\delta \in [\underline{\delta}, \bar{\delta}]$   
15 and observation cost  $\lambda \in (0, \bar{\lambda})$ . Then,  $\beta_{i,1} - \beta_{i,2} \geq \frac{\ell}{g+\ell}\varepsilon'$  holds and, for any  $t \in \mathbb{N}$ , it holds  
16 that*

$$0 < \frac{\ell}{2g} < -\frac{\beta_{i,t+2} - \beta_{i,t+1}}{\beta_{i,t+1} - \beta_{i,t}} < 1.$$

1 Assume that Lemma 4 holds. Using  $\beta_{i,t}$ ,  $\beta_{i,t+1}$ , and  $-\frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}}$ , we can express  $\beta_{i,t+2}$  as  
 2 follows.

$$\begin{aligned}\beta_{i,t+2} &= \beta_{i,t} + (\beta_{i,t+1} - \beta_{i,t}) + (\beta_{i,t+2} - \beta_{i,t+1}) \\ &= \beta_{i,t} + (\beta_{i,t+1} - \beta_{i,t}) \left\{ 1 - \left( -\frac{\beta_{i,t+2} - \beta_{i,t+1}}{\beta_{i,t+1} - \beta_{i,t}} \right) \right\} \\ &= \left( -\frac{\beta_{i,t+2} - \beta_{i,t+1}}{\beta_{i,t+1} - \beta_{i,t}} \right) \beta_{i,t} + \left\{ 1 - \left( -\frac{\beta_{i,t+2} - \beta_{i,t+1}}{\beta_{i,t+1} - \beta_{i,t}} \right) \right\} \beta_{i,t+1}.\end{aligned}$$

3 Therefore, if  $\beta_{i,t}, \beta_{i,t+1} \in [0, 1]$ , and  $\frac{\ell}{2g} < -\frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}} < 1$  hold,  
 4 we obtain  $\beta_{i,t+2} \in (\min\{\beta_{i,t}, \beta_{i,t+1}\}, \max\{\beta_{i,t}, \beta_{i,t+1}\})$  because  $\beta_{i,t+2}$  is a convex combination  
 5 of  $\beta_{i,t}$  and  $\beta_{i,t+1}$ .

6 Let us compare  $\beta_{i,1}$ ,  $\beta_{i,2}$ , and  $\beta_{i,3}$ . By Lemma 4,  $\beta_{i,1} - \beta_{i,2}$  is greater than  $\frac{\ell}{g+\ell}\varepsilon'$ . Further-  
 7 more, we have  $\beta_{i,2} < \beta_{i,3} < \beta_{i,1}$  because  $-\left(-\frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}}\right) \in (0, 1)$  by Lemma 4 and, then,  
 8  $\beta_{i,3}$  is a convex combination of  $\beta_{i,1}$  and  $\beta_{i,2}$ . Next, let us compare  $\beta_{i,2}$ ,  $\beta_{i,3}$ , and  $\beta_{i,4}$ . As we  
 9 find,  $\beta_{i,2}$  is smaller than  $\beta_{i,3}$ . Therefore, we have  $\beta_{i,2} < \beta_{i,4} < \beta_{i,3}$  because  $\beta_{i,4}$  is a convex  
 10 combination of  $\beta_{i,2}$  and  $\beta_{i,3}$ . Similarly, for any  $s \in \mathbb{N}$ , it holds that  $(\beta_{i,2s} <) \beta_{i,2s+1} < \beta_{i,2s-1}$ ,  
 11 and  $\beta_{i,2s} < \beta_{i,2s+2} (< \beta_{i,2s+1})$ .  $\square$

12 Next, we prove Lemma 4.

13 *Proof of Lemma 4.* First, let us derive  $-\frac{\beta_{i,3}-\beta_{i,2}}{\beta_{i,2}-\beta_{i,1}}$ . By (1), we have

$$0 = -(1 - \beta_{i,1})g - \beta_{i,1}\ell + \delta(1 + g)(1 - \beta_{i,1})(1 - \beta_{i,2}). \quad (7)$$

14 Furthermore, by (3), we have

$$\frac{\lambda}{\delta(1 - \beta_{i,1})} = -(1 - \beta_{i,2})g - \beta_{i,2}\ell + \delta(1 + g)(1 - \beta_{i,2})(1 - \beta_{i,3}) \quad (8)$$

15 By (7) and (8), we obtain

$$(\beta_{i,2} - \beta_{i,1})(g - \ell) - \delta(1 + g)(1 - \beta_{i,2}) \{(\beta_{i,3} - \beta_{i,2}) + (\beta_{i,2} - \beta_{i,1})\} = \frac{\lambda}{\delta(1 - \beta_{i,1})}. \quad (9)$$

16 Let us consider the lower bound of  $\beta_{i,2}$ . As  $\varepsilon' \in [\bar{\varepsilon}, 2\bar{\varepsilon}]$  and  $0 < \frac{\ell}{g} < 1$  hold, we have

$$\begin{aligned}\beta_{i,2} &= \frac{1 + g - \frac{\ell}{g}\ell - (1 + g + \ell)\frac{1+g}{g}\varepsilon'}{1 + \frac{\ell}{g}\frac{1}{g+\ell}\varepsilon' - \frac{(1+g)(1+g+\ell)}{g(g+\ell)}(\varepsilon')^2} \frac{1}{g + \ell} \varepsilon' \\ &> \frac{\frac{3}{4}(1 + g - \ell)}{\frac{3}{2}} \frac{1}{g + \ell} \varepsilon' > \frac{1}{2} \frac{1 + g - \ell}{g + \ell} \varepsilon'.\end{aligned}$$

17 Next, let us consider the upper bound of  $\beta_{i,2}$ .

$$\begin{aligned}\beta_{i,2} &= \frac{1 + g - \frac{\ell}{g}\ell - (1 + g + \ell)\frac{1+g}{g}\varepsilon'}{1 + \frac{\ell}{g}\frac{1}{g+\ell}\varepsilon' - \frac{(1+g)(1+g+\ell)}{g(g+\ell)}(\varepsilon')^2} \frac{1}{g + \ell} \varepsilon' \\ &< \frac{1 + g - \frac{\ell}{g}\ell}{1 - \frac{(1+g)(1+g+\ell)}{g(g+\ell)}(\varepsilon')^2} \frac{1}{g + \ell} \varepsilon' < \frac{1 + g}{g + \ell} \varepsilon'.\end{aligned}$$

1 The last inequality is ensured by  $\varepsilon' < 2\bar{\varepsilon}$ . Thus, we obtain

$$\frac{1}{2} \frac{1+g-\ell}{g+\ell} \varepsilon' < \beta_{i,2} < \frac{1+g}{g+\ell} \varepsilon'.$$

2 As  $\beta_{i,2} < \frac{1+g}{g+\ell} \varepsilon' < \beta_1 = \frac{1+g+\ell}{g+\ell} \varepsilon'$ , we can divide both sides of (9) by  $\beta_{i,2} - \beta_{i,1}$  and obtain  $-\frac{\beta_{i,3}-\beta_{i,2}}{\beta_{i,2}-\beta_{i,1}}$ .

$$-\frac{\beta_{i,3} - \beta_{i,2}}{\beta_{i,2} - \beta_{i,1}} = \frac{\ell + \delta(1+g)(1 - \beta_{i,2}) - g + \frac{\lambda}{\delta(1-\beta_{i,1})(\beta_{i,2}-\beta_{i,1})}}{\delta(1+g)(1 - \beta_{i,2})}.$$

4 As Assumption 3,  $\beta_{i,1}, \beta_{i,2} < 1$ , and  $\beta_{i,2} - \beta_{i,1} < 0$  hold, we find an upper bound of  $-\frac{\beta_{i,3}-\beta_{i,2}}{\beta_{i,2}-\beta_{i,1}}$ .

$$-\frac{\beta_{i,3} - \beta_{i,2}}{\beta_{i,2} - \beta_{i,1}} \leq \frac{\delta(1+g)(1 - \beta_{i,2}) + \frac{\lambda}{\delta(1-\beta_{i,1})(\beta_{i,2}-\beta_{i,1})}}{\delta(1+g)(1 - \beta_{i,2})} < 1.$$

5 Taking  $\beta_{i,1} = \frac{1+g+\ell}{g+\ell} \varepsilon'$ ,  $\beta_{i,2} < \frac{1+g}{g+\ell} \varepsilon'$ , and  $-(\beta_{i,2} - \beta_{i,1}) > \frac{\ell}{g+\ell} \varepsilon' > \frac{\ell}{2g} \varepsilon'$  into account, we have a lower bound of  $-\frac{\beta_{i,3}-\beta_{i,2}}{\beta_{i,2}-\beta_{i,1}}$  as follows.

$$\begin{aligned} -\frac{\beta_{i,3} - \beta_{i,2}}{\beta_{i,2} - \beta_{i,1}} &> \frac{\ell + g \left(1 - \frac{1+g}{g+\ell} \varepsilon'\right) - g - \frac{\lambda}{\frac{g}{1+g} \left(1 - \frac{1+g+\ell}{g+\ell} \varepsilon'\right) \frac{\ell}{2g} \varepsilon'}}{\left(\frac{g}{1+g} + \varepsilon'\right) (1+g)} \\ &> \frac{\ell - \frac{1+g}{g+\ell} g \varepsilon' - \frac{4(1+g)}{\ell} \frac{\lambda}{\varepsilon'}}{g + (1+g) \varepsilon'} > \frac{\frac{3}{4} \ell}{\frac{3}{2} g} > \frac{\ell}{2g}. \end{aligned}$$

7 The first inequality follows from  $\delta = \frac{g}{1+g} + \varepsilon' > \frac{g}{1+g}$ . The third inequality is ensured by  $\varepsilon' < 2\bar{\varepsilon}$  and  $\lambda < \bar{\lambda}$ . Therefore, we have obtained  $\frac{\ell}{2g} < -\frac{\beta_{i,3}-\beta_{i,2}}{\beta_{i,2}-\beta_{i,1}} < 1$  and  $\beta_{i,3} \in (\beta_{i,2}, \beta_{i,2})$ . That is,  $\beta_{i,3} - \beta_{i,2} > 0$ .

10 Next, let us derive  $-\frac{\beta_{i,t+3}-\beta_{i,t+2}}{\beta_{i,t+2}-\beta_{i,t+1}}$  inductively. Suppose that  $\frac{\ell}{2g} < -\frac{\beta_{i,s+2}-\beta_{i,s+1}}{\beta_{i,s+1}-\beta_{i,s}} < 1$  and  $\beta_{i,s+2} \in (\min\{\beta_{i,s}, \beta_{i,s+1}\}, \max\{\beta_{i,s}, \beta_{i,s+1}\})$  hold for period  $s = 1, 2, \dots, t$ . We have shown that this supposition holds for  $t = 1$ . We show that  $\frac{\ell}{2g} < -\frac{\beta_{i,t+3}-\beta_{i,t+2}}{\beta_{i,t+2}-\beta_{i,t+1}} < 1$  and  $\beta_{i,t+3} \in (\min\{\beta_{i,t+1}, \beta_{i,t+2}\}, \max\{\beta_{i,t+1}, \beta_{i,t+2}\})$  hold.

14 By (3) for  $t + 1$  and  $t + 2$ , we have

$$\begin{cases} \frac{\lambda}{\delta(1-\beta_{i,t})} = -(1 - \beta_{i,t+1})g - \beta_{i,t+1}\ell + \delta(1 - \beta_{i,t+1})(1 - \beta_{i,t+2})(1 + g), \\ \frac{\lambda}{\delta(1-\beta_{i,t+1})} = -(1 - \beta_{i,t+2})g - \beta_{i,t+2}\ell + \delta(1 - \beta_{i,t+2})(1 - \beta_{i,t+3})(1 + g), \end{cases}$$

15 or,

$$\begin{aligned} &-\frac{\beta_{i,t+1} - \beta_{i,t}}{\delta(1 - \beta_{i,t})(1 - \beta_{i,t+1})} \lambda \\ &= -(\beta_{i,t+2} - \beta_{i,t+1})(g - \ell) + \delta(1 - \beta_{i,t+2}) \{(\beta_{i,t+3} - \beta_{i,t+2}) + (\beta_{i,t+2} - \beta_{i,t+1})\} (1 + g). \end{aligned}$$

16 The suppositions ensure  $\beta_{i,t+2} - \beta_{i,t+1} \neq 0$ . Divide both sides of the above equation by  $\beta_{i,t+2} - \beta_{i,t+1}$ . Then, we obtain

$$-\frac{\beta_{i,t+3} - \beta_{i,t+2}}{\beta_{i,t+2} - \beta_{i,t+1}} = \frac{\ell + \delta(1+g)(1 - \beta_{i,t+2}) - g + \frac{1}{\delta(1-\beta_{i,t})(1-\beta_{i,t+1})} \frac{\lambda}{\frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}}}}{\delta(1+g)(1 - \beta_{i,t+2})}.$$

1 As Assumption 3 and  $\frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}} < 0$  hold,  $-\frac{\beta_{i,t+3}-\beta_{i,t+2}}{\beta_{i,t+2}-\beta_{i,t+1}}$  is bounded above by

$$-\frac{\beta_{i,t+3}-\beta_{i,t+2}}{\beta_{i,t+2}-\beta_{i,t+1}} \leq \frac{\delta(1+g)(1-\beta_{i,t+2}) + \frac{1}{\delta(1-\beta_{i,t})(1-\beta_{i,t+1})} \frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}} \lambda}{\delta(1+g)(1-\beta_{i,t+2})} < 1.$$

2 Taking  $0 < \beta_{i,t+1}, \beta_{i,t+2} < \frac{1+g+\ell}{g+\ell} \varepsilon' = \beta_{i,1}$ , and  $\frac{\ell}{2g} < -\frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}} < 1$  into account, we find  
 3 the following lower bound of  $-\frac{\beta_{i,t+3}-\beta_{i,t+2}}{\beta_{i,t+2}-\beta_{i,t+1}}$ .

$$\begin{aligned} -\frac{\beta_{i,t+3}-\beta_{i,t+2}}{\beta_{i,t+2}-\beta_{i,t+1}} &= \frac{\ell + \delta(1-\beta_{i,t+2})(1+g) - g + \frac{1}{\delta(1-\beta_{i,t})(1-\beta_{i,t+1})} \frac{\beta_{i,t+2}-\beta_{i,t+1}}{\beta_{i,t+1}-\beta_{i,t}} \lambda}{\delta(1+g)(1-\beta_{i,t+2})} \\ &> \frac{\ell + g \left(1 - \frac{1+g+\ell}{g+\ell} \varepsilon'\right) - g - \frac{1}{\left(\frac{g}{1+g} + \varepsilon'\right) \left(1 - \frac{1+g+\ell}{g+\ell} \varepsilon'\right)^2 \frac{2g}{\ell}} \lambda}{\left(\frac{g}{1+g} + \varepsilon'\right) (1+g)} \\ &> \frac{\ell - \frac{1+g+\ell}{g+\ell} g \varepsilon' - \frac{1}{\frac{g}{1+g} \cdot \frac{1}{4}} \varepsilon'}{g + (1+g) \varepsilon'} > \frac{\frac{3}{4} \ell}{\frac{3}{2} g} > \frac{\ell}{2g}. \end{aligned}$$

4 Therefore, we obtain  $\frac{\ell}{2g} < -\frac{\beta_{i,t+3}-\beta_{i,t+2}}{\beta_{i,t+2}-\beta_{i,t+1}} < 1$  and

5  $\beta_{i,t+3} \in (\min\{\beta_{i,t+1}, \beta_{i,t+2}\}, \max\{\beta_{i,t+1}, \beta_{i,t+2}\})$ . □

## 6 C Proof of Theorem 1

7 *Proof.* Let us fix  $\bar{n}$  such that:

$$\bar{n} \geq \frac{4+2g}{\varepsilon}.$$

8 We use the same technique as in Lemma 2. We divide the repeated game into  $\bar{n}$  distinct  
 9 repeated games. The first repeated game is played in period 1,  $\bar{n} + 1, 2\bar{n} + 1 \dots$ , the second  
 10 repeated game is played in period 2,  $\bar{n} + 1, 2\bar{n} + 2 \dots$ , and so on. Each repeated game can  
 11 be regarded as a repeated game with discount factor  $\delta^{\bar{n}}$ .

12 We can find a sequential equilibrium strategy  $\hat{\sigma}^*$  whose payoff vector  $\hat{v}^* = (v_1^*, v_2^*)$  satisfies  
 13  $|\hat{v}_i^* - 1| < \frac{1}{\bar{n}}$  when discount factor  $\delta^{\bar{n}}$  is sufficiently large by Proposition 3. By Corollary 4.2,  
 14 there exists a sequential equilibrium strategy  $\hat{\sigma}^{**}$  whose payoff vector  $\hat{v}^{**} = (v_1^{**}, v_2^{**})$  satisfies  
 15  $\hat{v}_1^{**} = 0$  and  $|\hat{v}_2^{**} - \frac{1+g+\ell}{1+\ell}| < \frac{1}{\bar{n}}$  when discount factor  $\delta^{\bar{n}}$  is sufficiently large.

16 Let us assume that  $v_1^F \leq v_2^F$ . We choose sufficiently large discount factor  $\delta$  so that we  
 17 can use Proposition 4 and Corollary 4.2, and the discount factor  $\delta$  satisfies the following  
 18 condition:

$$\frac{1-\delta}{1-\delta^{\bar{n}}} \leq \frac{2}{\bar{n}}.$$

19 The desired payoff vector  $v$  can be expressed uniquely as a convex combination of  $\hat{v}^*$ ,  $\hat{v}^{**}$   
 20 and  $(0, 0)$  with some  $\alpha_1, \alpha_2 \in (0, 1)$  as below.

$$v = \alpha_1 \delta \hat{v}^* + \alpha_2 \delta \hat{v}^{**} + (1 - \alpha_1 - \alpha_2) \cdot 0.$$

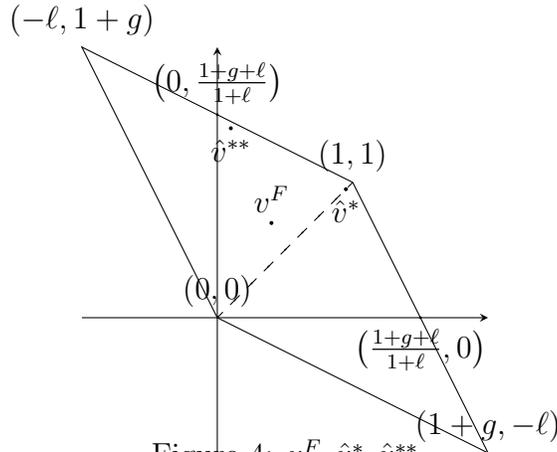


Figure 4:  $v^F, \hat{v}^*, \hat{v}^{**}$

1 Let us define  $n_1$  and  $n_2$  as follows.

$$n_1 \equiv \arg \min_{n \in \mathbb{N} \cup \{0\}} \left| \frac{1 - \delta^n}{1 - \delta^{\bar{n}}} - \alpha_1 \right|, \quad n_2 \equiv \arg \min_{n \in \mathbb{N} \cup \{0\}} \left| \frac{\delta^{n_1} - \delta^{n_1+n}}{1 - \delta^{\bar{n}}} - \alpha_2 \right|.$$

2 Then,  $n_1$  and  $n_2$  satisfy

$$\left| \frac{1 - \delta^{n_1}}{1 - \delta^{\bar{n}}} - \alpha_1 \right| \leq \left( \frac{1 - \delta}{1 - \delta^{\bar{n}}} \leq \right) \frac{2}{\bar{n}}, \quad \left| \frac{\delta^{n_1} - \delta^{n_1+n_2}}{1 - \delta^{\bar{n}}} - \alpha_2 \right| \leq \frac{2}{\bar{n}}.$$

3 Let us consider the following strategy  $\sigma^F$ . In the first  $n_1$ -th games, players play strat-  
 4 egy  $\hat{\sigma}^*$ . From the  $n_1 + 1$ -th game to the  $n_1 + n_2$ -th game, players play strategy  $\hat{\sigma}^{**}$ . From  
 5 the  $n_1 + n_2 + 1$ -th to  $\bar{n}$ -th game, players play the stage game Nash equilibrium repetitively.  
 6 It is straightforward that the strategy  $\sigma^F$  is a sequential equilibrium.

7 The payoff  $v_i^F$  for player  $i$  is given by

$$v_i^F = \frac{(1 - \delta^{n_1})\hat{v}_i^* + (\delta^{n_1} - \delta^{n_1+n_2})\hat{v}_i^{**} + (\delta^{n_1+n_2} - \delta^{\bar{n}}) \cdot 0}{1 - \delta^{\bar{n}}}.$$

8 Therefore, we have

$$\begin{aligned} |v_i^F - v| &< \left| \frac{1 - \delta^{n_1}}{1 - \delta^{\bar{n}}} \hat{v}_i^* - \alpha_1 \hat{v}_i^* \right| + \left| \frac{\delta^{n_1} - \delta^{n_1+n_2}}{1 - \delta^{\bar{n}}} \hat{v}_i^{**} - \alpha_2 \cdot v_i^{**} \right| + 0 \\ &< \frac{2}{\bar{n}} \cdot 1 + \frac{2}{\bar{n}} \cdot (1 + g) = \frac{4 + 2g}{\bar{n}} < \varepsilon. \end{aligned}$$

9 We obtain that the payoff vector  $v$  can be approximated by a sequential equilibrium payoff  
 10 vector when  $v_1 \leq v_2$  holds.

11 By symmetry of the payoff matrix, it is straightforward that the payoff vector  $v$  can  
 12 be approximated by a sequential equilibrium payoff vector when  $v_1 \geq v_2$  also holds.  $\square$

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