

Supplemental Information for The Domestic
Politics of Strategic Retrenchment, Power Shifts,
and Preventive War

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I Preliminaries

Lemma I.1. $\tau^{*A} = 1$

Proof. Note that τ^{*A} solves

$$\max_{\tau} \theta \bar{y} + \rho x^*(\tau).$$

The first order conditions are $\frac{d\rho\pi(\tau)}{d\tau} = 0$ and hence $\rho\pi'(\tau^{*A}) = 0$ in any interior solution. By assumption, $\rho \neq 0, \pi' > 0, \pi'' < 0$, which implies $\tau^{*A} = 1$. \square

Lemma I.2. Let τ^{*B} be faction B 's most preferred tax rate. Then τ^{*B} satisfies

$$\pi'(\tau^{*B}) = \frac{(1-\theta)\bar{y}}{1-\rho}. \quad (\text{SI-I.1})$$

Proof. Let τ^{*B} be faction B 's most preferred tax rate. Then τ^{*B} solves

$$\max_{\tau} (1-\tau)(1-\theta)\bar{y} + (1-\rho)(\pi(\tau) - c),$$

the first order conditions of which are $(1-\theta)\bar{y} = (1-\rho)\pi'(\tau^{*B})$. Hence

$$\pi'(\tau^{*B}) = \frac{(1-\theta)\bar{y}}{1-\rho}$$

in an interior solution.¹ \square

Lemma I.3.

¹Note: If $\pi'(\tau^{*B}) < \frac{(1-\theta)\bar{y}}{1-\rho}$, $\forall \tau$, then $\tau^{*B} = 0$. Likewise, if $\pi'(\tau^{*B}) > \frac{(1-\theta)\bar{y}}{1-\rho}$, $\forall \tau$, then $\tau^{*B} = 1$.

- $\frac{\partial u_B}{\partial \tau} = (1 - \rho)\pi'(\tau) - (1 - \theta)\bar{y}$
- $\frac{\partial u_B}{\partial \theta} = ((1 - \rho)\pi'(\tau) - (1 - \theta)\bar{y}) \frac{\partial \tau}{\partial \theta} - (1 - \tau)\bar{y}$
- $\frac{\partial u_B}{\partial \rho} = ((1 - \rho)\pi'(\tau) - (1 - \theta)\bar{y}) \frac{\partial \tau}{\partial \rho} - (\pi(\tau) + c)$
- $\frac{\partial u_B}{\partial \bar{y}} = ((1 - \rho)\pi'(\tau) - (1 - \theta)\bar{y}) \frac{\partial \tau}{\partial \bar{y}} + (1 - \tau)(1 - \theta)$
- $\frac{\partial u_B}{\partial \mu^H} = ((1 - \rho)\pi'(\tau) - (1 - \theta)\bar{y}) \frac{\partial \tau}{\partial \mu^H}$

Further,

$$\frac{\partial u_B}{\partial \tau} \begin{cases} < 0 & \text{if } \pi'(\tau) < \frac{(1-\theta)\bar{y}}{1-\rho} \\ = 0 & \text{if } \pi'(\tau) = \frac{(1-\theta)\bar{y}}{1-\rho} \\ > 0 & \text{if } \pi'(\tau) > \frac{(1-\theta)\bar{y}}{1-\rho} \end{cases}$$

Proof. Partial derivatives are obtained by direct calculation, using the total derivative and implicit differentiation, treating τ as a function of $\theta, \rho, \bar{y}, \mu^H$, respectively. \square

II Analysis of the two period game

By backwards induction, conditional on reaching period 2 (which requires the absence of both war and domestic revolt in period 1), equilibrium behavior in period 2 is given by $\bar{\mu}, \underline{\mu}, \hat{\tau}$ and $x^*(\hat{\tau})$ as in Section 3.3. It will be convenient to define $u_B(\tau)$ to be the contemporaneous utility to faction B of not revolting, when the tax rate is τ , given that war will not occur in the current period.

Faction B does not revolt to tax rate τ_1^H in period 1 when

$$(1 + \delta)(1 - \mu^H)\bar{y} \leq u_B(\tau_1^H) + \delta[(1 - q)(1 - \mu^H)\bar{y} + q(1 - \rho)(\pi(1) + c)], \quad (\text{SI-II.1})$$

where $u_B(\tau) = (1 - \tau)(1 - \theta)\bar{y} + (1 - \rho)(\pi(\tau) + c)$. The left-hand side of inequality SI-II.1 is the discounted payoff to B for revolting in period 1 and the right-hand side is the utility of accepting the tax rate in period 1 and continuing to period 2.

Solving SI-II.1 with equality and rearranging, let $\hat{\tau}_1^H$ solve

$$u_B(\hat{\tau}_1^H) = (1 + \delta q)(1 - \mu^H)\bar{y} - \delta q(1 - \rho)(\pi(1) + c). \quad (\text{SI-II.2})$$

The above establishes the tax rate in period one, when the cost of revolt is μ^H for which faction B is indifferent between revolt and no revolt in period one, essentially “rolling the dice” by allowing the game to continue to day two. This tax rate in period one, $\hat{\tau}_1^H$, reflects the possibility that on day two the cost of revolt will be μ^L , in which case faction B obtains its *least* preferred tax rate. Alternatively, if the game has not ended in period 1 and the cost of revolt is μ^H in period 2, faction A sets tax rate $\hat{\tau}$ (see equation 3.4, main text)

For certain costs of revolt (as shown in section 3.3), faction B 's revolt decision is insensitive to the tax policy. When the cost of revolt in period one is small enough (relatively), revolting is a best response to any tax that faction A sets. When the cost of revolting is high enough, faction A can set its most preferred tax rate, τ^{*A} , and faction

B will not revolt. For an intermediate range of costs of revolt, M , faction B may be appeased by A in both periods one and two (see *Supporting Information* for the formal definition of M).

Lemma II.1. For $\mu \in M$ there exists $\tau^{*B} < \hat{\tau}_1^H < \hat{\tau}$ as SPNE offers of faction A .

Proof. The proof is in two parts. First, that $\hat{\tau}$ and $\hat{\tau}_1^H$ exist and that $\hat{\tau} > \hat{\tau}_1^H$ is shown. Second, that faction B does not revolt in period 1 when the state is μ^H and does not revolt to tax rate $\hat{\tau}$ in period 2 when the state is μ^H as part of a SPNE is shown.

Existence of $\hat{\tau}$ and $\hat{\tau}_1^H$ follows from definition of $\underline{\mu}, \bar{\mu}, \underline{\mu}^1, \bar{\mu}^1$ and equations 3.4 and SI-II.2. That $\hat{\tau} > \hat{\tau}_1^H$ follows from observing that (i) u_B is decreasing in τ for $\tau > \tau^{*B}$ (Lemma I.3), (ii) $\hat{\tau} > \tau^{*B}$ and $\hat{\tau}_1^H > \tau^{*B}$ for $\mu \in M$ and (iii) $(1 + \delta q)(1 - \mu)\bar{y} - \delta q(1 - \rho)(\pi(1) + c) < (1 - \mu)\bar{y}$ for $\mu \in M$. That is: $\mu^H \in M$ implies $\mu^H > \underline{\mu}^1$ which implies $\hat{\tau} > \hat{\tau}_1^H$, when $\hat{\tau}$ exists.

Finally, by construction of $\hat{\tau}$ and $\hat{\tau}_1^H$ (equations 3.4 and SI-II.2), faction B is indifferent between revolt and not in when the cost of revolt is μ^H in periods 1 and 2 respectively.

□

Substantively, Lemma II.1 establishes a range of costs of revolt for which tax rates born by faction B increase over time. In period 2, the cost of revolt may be μ^L , in which case revolt is not credible and faction A sets taxes at its most preferred level. Alternatively, the cost of revolt in period 2 may be μ^H , in which case the equilibrium tax rate, $\hat{\tau}$, is greater than $\hat{\tau}_1^H$. This lemma is helpful for identifying how “rapid and

sudden" increases in military strength need be to generate international commitment problems.

II.I Revolution constraints, period 1

For certain costs of revolution, faction B would never revolt in period 1. To establish precisely when this is the case, some lemmata are in order.

Lemma II.2.

1. $u_B(\cdot)$ is strictly concave
2. $\arg \max_{\tau \in [0,1]} u_B(\tau) = \tau^{*B}$.
3. $\max_{\tau \in [0,1]} u_B(\tau) = (1 - \underline{\mu})\bar{y}$.

Proof. Part one follows from the strict concavity of π : $\frac{\partial^2 u_B}{\partial \tau^2} = (1 - \rho)\pi''(\tau) < 0$ for all $\tau \in [0, 1]$. Part two follows from the definition of τ^{*B} and part three follows from part two and the definition of $\underline{\mu}$.

□

By Lemma II.2, for $\hat{\tau}_1^H$ to exist, the right hand side of equation SI-II.2 must be bounded above and below. Specifically, if $\min\{u_B(0), u_B(1)\} \leq (1 + \delta q)(1 - \mu)\bar{y} - \delta q(1 - \rho)(\pi(1) + c) \leq (1 - \underline{\mu})\bar{y}$, then there exists at least one solution to SI-II.2 and further, if $\max\{u_B(0), u_B(1)\} \leq (1 + \delta q)(1 - \mu)\bar{y} - \delta q(1 - \rho)(\pi(1) + c) < (1 - \underline{\mu})\bar{y}$ then there exists a $\hat{\tau}_1^H$ satisfying SI-II.2 with $\hat{\tau}_1^H > \tau^{*B}$. Obviously, as faction A 's utility is increasing in the

tax rate (subject to no revolt), in equilibrium faction A offers the largest $\hat{\tau}_1^H$ satisfying equation SI-II.2.

Let $\underline{\mu}^1$ solve

$$(1 + \delta q)(1 - \underline{\mu}^1)\bar{y} - \delta q(1 - \rho)(\pi(1) + c) = (1 - \underline{\mu})\bar{y}. \quad (\text{SI-II.3})$$

For example if $\mu < \underline{\mu}^1$, faction B would revolt to any tax rate in period 1. If $\mu > \underline{\mu}^1$ and $\mu < \underline{\mu}$ then faction B could be appeased in period 1 but will revolt to any tax rate in period 2.

Let $\bar{\mu}^1$ solve

$$(1 + \delta q)(1 - \bar{\mu}^1)\bar{y} - \delta q(1 - \rho)(\pi(1) + c) = \max\{(1 - \theta)\bar{y} + (1 - \rho)(\pi(0) + c), (1 - \rho)(\pi(1) + c)\}. \quad (\text{SI-II.4})$$

If $\mu^H > \bar{\mu}^1$, then any offered tax rate in period 1 would result in faction B revolting.²

Hence, letting $\min\{\bar{\mu}, \bar{\mu}^1\} > \mu > \max\{\underline{\mu}, \underline{\mu}^1\}$, ensures there exists $\hat{\tau}$ and $\hat{\tau}_1^H$ with $\hat{\tau} > \hat{\tau}_1^H > \tau^{*B}$. To that end, let the interval of costs of revolution for which faction B can be

²This does not completely describe equilibria tax rates, as equation SI-II.2 can be satisfied when $(1 + \delta q)(1 - \mu)\bar{y} - \delta q(1 - \rho)(\pi(1) + c) \in [\min\{u_B(0), u_B(1)\}, \max\{u_B(0), u_B(1)\}]$. In this case either $\tau^{*B} \geq \hat{\tau} \geq \hat{\tau}_1^H$ or $\hat{\tau} \geq \tau^{*B} \geq \hat{\tau}_1^H$.

appeared in in equilibrium to be

$$M = (\max\{\underline{\mu}, \underline{\mu}^1\}, \min\{\bar{\mu}, \bar{\mu}^1\}).$$

That is, M is an interval for which we are guaranteed increasing tax rates offered by faction A are accepted by faction B , when revolt is credible. A sufficient condition for M to be non-empty is given in the next Lemma.

Lemma II.3. If $\bar{y} > 1 + \delta q$ then $\max\{\underline{\mu}, \underline{\mu}^1\} < \min\{\bar{\mu}, \bar{\mu}^1\}$.

Proof. Clearly $\bar{\mu} > \underline{\mu}$ and $\bar{\mu}^1 > \underline{\mu}^1$. It can easily be shown that $\bar{\mu} > \underline{\mu}^1$, so it is sufficient to show that $\bar{\mu}^1 > \underline{\mu}$. To see this, note that $\bar{\mu}^1$ solves the equation

$$(\bar{y}(1 + \delta q) - \delta q(1 - \rho)(\pi(1) + c)) - \bar{y}(1 + \delta q)\bar{\mu} = \max\{u_B(0), u_B(1)\} \quad (\text{SI-II.5})$$

and

$\underline{\mu}$ solves

$$\bar{y}(1 - \mu) = u_B(\tau^{*B}) \quad (\text{SI-II.6})$$

both of which are linear in μ as $u_B(\tau^{*B})$ can be regarded as a constant not depending on μ .

Comparing the linear equations SI-II.5 and SI-II.6, it can be seen that the intercept of SI-II.6 is greater than the intercept of equation SI-II.5 iff $\bar{y} > (1 - \rho)(\pi(1) + c)$. Further,

the slope of both are negative, so that the line defined in SI-II.6 is steeper than SI-II.5 iff $\bar{y} > 1 + \delta q$. Note that $1 + \delta q > 1 > (1 - \rho)(\pi(1) + c)$. By Lemma II.2, $u_B(\tau^{*B}) \geq \max\{u_B(0), u_B(1)\}$, so that $\bar{y} > 1 + \delta q$ guarantees $\bar{\mu}^1 > \underline{\mu}$.

□

III Proofs of results in text

Proof. [Proof of Proposition 3.1] By Lemmas I.1 and I.2, and noting that π is increasing and concave, the result follows. □

Proof. [Proof of Lemma 3.2] State 2 rejects offer $(1-x)$ when $1 - \pi(\tau) - c > 1 - x$, in which case faction A receives $\pi(\tau) - c$. Hence faction A gets $\pi(\tau) - c$ if it offers $x > \pi(\tau) + c$, and gets x if it offers $x \leq \pi(\tau) + c$. As $c > 0$, faction A offers $x^* = \pi(\tau) + c$, and state 2 is indifference between accepting the $(1 - x^*)$ and rejecting the offer, inducing war. □

Proof. [Proof of Proposition 3.4]

$\mu \in M$ assures that there exist tax offers to which faction B would not revolt (Lemma II.1). State 2 accepts an offer in period one if the continuation value of accepting $x^*(\hat{\tau}_1^H)$ (assuming no revolt) does not exceed the value of going to war:

$$(1 + \delta)(1 - \pi(\hat{\tau}_1^H)) - c \geq 1 - x^*(\hat{\tau}_1^H) + \delta((1 - q)(1 - \pi(\hat{\tau}) - c) + q(1 - \pi(1) - c)),$$

where the left hand side is the value of war in period 1 to state 2 and the right hand side is comprised of the value of accepting offer x^* in period one plus the expected

value of period-two bargains, discounted by δ . Simplifying, the result obtains. \square

III.I Comparative statics

Recall that $\mu^L = 1$ by assumption, so that when the cost of revolt is high there is no credible threat of revolution. Throughout this section assume $\mu^H \in M$ so that $\hat{\tau}$ and $\hat{\tau}_1^H$ are defined by

$$(1 - \mu^H)\bar{y} = u_B(\hat{\tau}). \quad (3.4)$$

and

$$(1 + \delta)(1 - \mu^H)\bar{y} = u_B(\hat{\tau}_1^H) + \delta(1 - q)(1 - \mu^H)\bar{y} + \delta q(1 - \rho)(\pi(1) + c), \quad (\text{SI-II.2})$$

respectively, where $u_B(\tau) = (1 - \tau)(1 - \theta)\bar{y} + (1 - \rho)(\pi(\tau) + c)$.

Lemma III.1. $\pi'(\hat{\tau}) < \frac{(1-\theta)\bar{y}}{1-\rho}$ and $\pi'(\hat{\tau}_1^H) < \frac{(1-\theta)\bar{y}}{1-\rho}$ for $\mu^H \in M$

Proof. If $\mu^H \in M$ then by Lemma II.1 $\hat{\tau} > \hat{\tau}_1^H > \tau^{*B}$. But τ^{*B} satisfies $u'_B(\tau^{*B}) = 0$, so that $\pi'(\tau^{*B}) = \frac{(1-\theta)\bar{y}}{1-\rho}$. As $\pi'' < 0$, we have $\pi'(\hat{\tau}) < \frac{(1-\theta)\bar{y}}{1-\rho}$. Clearly, $\pi' > 0$, $\pi'' < 0$, $\hat{\tau} > \hat{\tau}_1^H$ and $\pi'(\hat{\tau}) < \frac{(1-\theta)\bar{y}}{1-\rho}$ jointly imply $\pi'(\hat{\tau}_1^H) < \frac{(1-\theta)\bar{y}}{1-\rho}$

\square

Proposition III.2. Let $\mu^H \in M$ and $\hat{\tau}$ and $\hat{\tau}_1^H$ be as in eqns. 3.4 and SI-II.2.

$$\frac{\partial \hat{\tau}}{\partial \theta} = \frac{(1 - \hat{\tau})\bar{y}}{(1 - \rho)\pi'(\hat{\tau}) - (1 - \theta)\bar{y}} \quad (\text{SI-III.1})$$

$$\frac{\partial \hat{\tau}_1^H}{\partial \theta} = \frac{(1 - \hat{\tau}_1^H)\bar{y}}{(1 - \rho)\pi'(\hat{\tau}_1^H) - (1 - \theta)\bar{y}} \quad (\text{SI-III.2})$$

$$\frac{\partial \hat{\tau}}{\partial \rho} = \frac{\pi(\hat{\tau}) + c}{(1 - \rho)\pi'(\hat{\tau}) - (1 - \theta)\bar{y}} \quad (\text{SI-III.3})$$

$$\frac{\partial \hat{\tau}_1^H}{\partial \rho} = \frac{\delta q(\pi(1) + c)}{(1 - \rho)\pi'(\hat{\tau}_1^H) - (1 - \theta)\bar{y}} \quad (\text{SI-III.4})$$

$$\frac{\partial \hat{\tau}}{\partial \bar{y}} = \frac{(1 - \mu^H) - (1 - \hat{\tau})(1 - \theta)}{(1 - \rho)\pi'(\hat{\tau}) - (1 - \theta)\bar{y}} \quad (\text{SI-III.5})$$

$$\frac{\partial \hat{\tau}_1^H}{\partial \bar{y}} = \frac{(1 + \delta q)(1 - \mu^H) - (1 - \hat{\tau}_1^H)(1 - \theta)}{(1 - \rho)\pi'(\hat{\tau}_1^H) - (1 - \theta)\bar{y}} \quad (\text{SI-III.6})$$

$$\frac{\partial \hat{\tau}}{\partial \mu^H} = \frac{\bar{y}}{(1 - \theta)\bar{y} - (1 - \rho)\pi'(\hat{\tau})} \quad (\text{SI-III.7})$$

$$\frac{\partial \hat{\tau}_1^H}{\partial \mu^H} = \frac{(1 + \delta q)\bar{y}}{(1 - \theta)\bar{y} - (1 - \rho)\pi'(\hat{\tau}_1^H)} \quad (\text{SI-III.8})$$

Proof. By implicit differentiation, and Lemma I.3, the partial derivatives are calculated. □

Proof. [**Proof of Theorem 3.5**]

Let $NWC := (1 - q)\pi(\hat{\tau}) - \pi(\hat{\tau}_1^H)$. We proceed by determining the sign of $\frac{\partial NWC}{\partial g}$, for $g \in \{\theta, \rho, \mu^H\}$. Note that

$$\frac{\partial NWC}{\partial g} = (1 - q)\pi'(\hat{\tau})\frac{\partial \hat{\tau}}{\partial g} - \pi'(\hat{\tau}_1^H)\frac{\partial \hat{\tau}_1^H}{\partial g},$$

for $g \in \{\theta, \rho, \mu^H, c\}$.

Inequality, θ :

From Proposition 3.4, preventive war is increasing in θ whenever $\frac{\partial NWC}{\partial \theta} > 0$. Now,

$$\frac{\partial NWC}{\partial \theta} = \frac{(1 - q)(\pi'(\hat{\tau})(1 - \hat{\tau})\bar{y})}{(1 - \rho)\pi'(\hat{\tau}) - (1 - \theta)\bar{y}} - \frac{(1 - \hat{\tau}_1^H)(\bar{y})\pi'(\hat{\tau}_1^H)}{(1 - \rho)\pi'(\hat{\tau}_1^H) - (1 - \theta)\bar{y}}.$$

By Lemma III.1, $(1 - \rho)(\pi'(\hat{\tau}) - (1 - \theta)\bar{y}) < (1 - \rho)(\pi'(\hat{\tau}_1^H) - (1 - \theta)\bar{y}) < 0$. Hence, $(1 - \hat{\tau}_1^H)\bar{y}\pi'(\hat{\tau}_1^H) > (1 - q)\pi(\hat{\tau})(1 - \hat{\tau})\bar{y}$ is sufficient for $\frac{\partial NWC}{\partial \theta} > 0$. By Lemma II.1, $\hat{\tau}_1^H < \hat{\tau}$ and hence $1 > \frac{(1 - q)\pi'(\hat{\tau})}{\pi'(\hat{\tau}_1^H)}$ is sufficient for $\frac{\partial NWC}{\partial \theta} > 0$. But $q < 1$ by assumption and $\pi'(\hat{\tau}) < \pi'(\hat{\tau}_1^H)$ by $\pi' > 0$ and $\pi'' < 0$ and Lemma II.1.

Sharing rule, ρ : From Proposition 3.4, preventive war is increasing in ρ whenever

$\frac{\partial NWC}{\partial \rho} > 0$. Now,

$$\frac{\partial NWC}{\partial \rho} = \frac{(1 - q)\pi'(\hat{\tau})(\pi(\hat{\tau}) + c)}{(1 - \rho)\pi'(\hat{\tau}) - (1 - \theta)\bar{y}} - \frac{\pi'(\hat{\tau}_1^H)\delta q(\pi(1) + c)}{(1 - \rho)\pi'(\hat{\tau}_1^H) - (1 - \theta)\bar{y}}.$$

Because $(1 - \rho)(\pi'(\hat{t}) - (1 - \theta)\bar{y}) > (1 - \rho)(\pi'(\hat{t}_1^H) - (1 - \theta)\bar{y}) > 0$, (and because $\pi' > 0$)

$$\frac{\delta q}{1 - q} > \frac{\pi'(\hat{t})}{\pi'(\hat{t}_1^H)}$$

is sufficient for $\frac{\partial NWC}{\partial \rho} > 0$. Because $\pi'(\hat{t}) < \pi'(\hat{t}_1^H)$, $\delta > (1 - q)/q$ is sufficient for $\frac{\partial NWC}{\partial \rho} >$

0. As $q > 1/2$, by assumption, the result follows.

Cost of revolt, μ^H : From Proposition 3.4, preventive war is increasing in μ^H whenever

$\frac{\partial NWC}{\partial \mu^H} > 0$. Now,

$$\frac{\partial NWC}{\partial \mu^H} = \frac{(1 - q)\pi'(\hat{t})\bar{y}}{(1 - \theta)\bar{y} - (1 - \rho)\pi'(\hat{t})} - \frac{\pi'(\hat{t}_1^H)(1 + \delta q)\bar{y}}{(1 - \theta)\bar{y} - (1 - \rho)\pi'(\hat{t}_1^H)}.$$

Again, because $(1 - \theta)\bar{y} - (1 - \rho)(\pi'(\hat{t})) > (1 - \theta)\bar{y} - (1 - \rho)(\pi'(\hat{t}_1^H)) > 0$, it is the case that

$(1 - q)\pi'(\hat{t})\bar{y} < \pi'(\hat{t}_1^H)(1 + \delta q)\bar{y}$ is sufficient for $\frac{\partial NWC}{\partial \mu^H} < 0$. But $(1 - q)/(1 + \delta q) < 1$, so the

result follows.

Cost of war, c : From Proposition 3.4, preventive war is decreasing in c whenever

$\frac{\partial NWC}{\partial c} < 1$. However,

$$\frac{\partial NWC}{\partial c} = \frac{(1 - q)(1 - \rho)}{(1 - \theta)\bar{y} - (1 - \rho)\pi'(\hat{t})} - \frac{\pi'(\hat{t}_1^H)(1 + \delta q)(1 - \rho)}{(1 - \theta)\bar{y} - (1 - \rho)\pi'(\hat{t}_1^H)}$$

but $(1 - q)(1 - \rho) < (1 + \delta q)(1 - \rho)$ and $(1 - \theta)\bar{y} - (1 - \rho)(\pi'(\hat{t})) > (1 - \theta)\bar{y} - (1 - \rho)(\pi'(\hat{t}_1^H))$

so in fact $\frac{\partial NWC}{\partial c} < 0$.

□