Preference elicitation for MCDA Robust elicitation of ranking model

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Problem statements

Choosing, from a set of potential alternatives, the best alternative or a small sub set of the best alternatives

 Sorting alternatives to pre-defined and (ordered) categories

 Ranking the alternatives from the best to the worst (the ranking can be complete or not)

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Choice problem statement



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Problem statement

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Problem statements

Assigning alternatives to pre-defined and order categories

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 Ranking the alternatives from the best to the worst (the ranking can be complete or not)

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Ordinal regression paradigm

- Traditional aggregation paradigm: The criteria aggregation model is first constructed and then applied on set A to get information about the comprehensive preference
- Disaggregation-aggregation (or ordinal regression) paradigm: Comprehensive preferences on a subset A^R ⊂ A is known a priori, and a consistent criteria aggregation model is inferred from this information to be applied on set A.

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Ordinal regression paradigm

- In UTA^{GMS}, the preference model is a set of additive value functions compatible with a non-complete set of pairwise comparisons of reference alternatives and information about comprehensive and partial intensities of preference
- We focus on the ranking problem statement (but the ideas can be extended to choice and sorting)

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UTA-GMS/GRIP

- Robust elicitation of a ranking model,
- Preference model = set of monotone additive value functions,
- Preference information = pairwise comparisons of alternatives/evaluation vectors and information about intensities of preference.

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Elementary notation

- $A = \{a_1, a_2, \dots, a_i, \dots, a_m\}$ is finite set of alternatives
- ▶ g₁, g₂,..., g_j,..., g_n n criterion functions, F is the set of criteria indices
- ▶ $g_i(a_i)$ is the evaluation of the alternative a_i on criterion g_i
- G_j domain of criterion g_j ,
- ► \succeq weak preference (outranking) relation on *G*: for each $x, y \in G$
 - $x \succeq y \Leftrightarrow "x$ is at least as good as y"
 - $x \succ y \Leftrightarrow [x \succeq y \text{ and } \mathsf{not}(y \succeq x)]$ "x is preferred to y"
 - $x \sim y \Leftrightarrow [x \succeq y \text{ and } y \succeq x]$ "x is indifferent to y"

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Reminder on UTA

- ► For each g_j , $G_j = [\alpha_j, \beta_j]$ is the criterion evaluation scale, $\alpha_j \leq \beta_j$,
- U is an additive value function on G: for each x ∈ G, U(x) = ∑_{j∈F} u_j[g_j(x)],
- ► u_j are non-decreasing marginal value functions, $u_j : G_j \mapsto \mathbb{R}, \forall j \in F$

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Reminder on UTA

The preference information is given in the form of a complete pre-order on a subset of reference alternatives A^R ⊆ A, called reference pre-order.

► $A^R = \{a_1, a_2, ..., a_{m_1}\}$ is rearranged such that $a_k \succeq a_{k+1}, k = 1, ..., m_1 - 1$, where $m_1 = |A^R|$.



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Reminder on UTA

• The inferred value of each $a \in A^R$ is :

$$U(a) + \sigma^+(a) - \sigma^-(a),$$

In UTA , the marginal value functions u_i are assumed to be piecewise linear, so that the intervals [α_i, β_i] are divided into γ_i ≥ 1 equal sub-intervals

$$[x_i^0, x_i^1], [x_i^1, x_i^2], \ldots, [x_i^{\gamma_i-1}, x_i^{\gamma_i}],$$

where,

$$\mathbf{x}_{i}^{j} = \alpha_{i} + \frac{j(\beta_{i} - \alpha_{i})}{\gamma_{i}}, j = 0, \dots, \gamma_{i}, i = 1, \dots, n.$$

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Reminder on UTA

The piecewise linear value model is defined by the marginal values at break points: $u_i(x_i^0) = u_i(\alpha_i), u_i(x_i^1), u_i(x_i^2), \dots, u_i(x_i^{\gamma_i}) = u_i(\beta_i)$



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The UTAGMS method: Main features

UTAGMS method generalizes the UTA method in three aspects:

- The preference information is a partial preorder (not necessary complete): *I* = B^R ⊂ A^R × A^R
- It takes into account all additive value functions compatible with indirect preference information, while UTA is using only one such function.
- The marginal value functions are general monotone non-decreasing functions, and not piecewise linear only.

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General monotone non-decreasing value functions



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General monotone non-decreasing value functions

The marginal utility function $u_i(x_i)$



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UTA^{GMS}

Consider $x, y \in A \setminus A^R$

Let π_i be a permutation on the set of alternatives A^R ∪ {x, y} that reorders them according to increasing evaluation on criterion g_i:

$$g_j(\boldsymbol{a}_{[\pi_i(1)]}) \leq g_j(\boldsymbol{a}_{[\pi_i(1)]}) \leq ... \leq g_j(\boldsymbol{a}_{[\pi_i(\omega-1)]}) \leq g_j(\boldsymbol{a}_{[\pi_i(\omega)]})$$

where $\omega = |A^R| + 2$, $|A^R| + 1$ or $|A^R|$ depending on $g_i(x)$ and $g_i(y)$,

The characteristic points of u_i(x_j), i = 1, ..., m, are then fixed according to this reordering

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General monotone non-decreasing value functions

The marginal utility function $u_i(x_i)$



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UTA^{GMS}

For any pair of alternatives (a, b) ∈ A, and for available preference information represented by B^R, preference of a over b is determined by compatible utility functions U verifying set E(a, b) of constraints:

$$\begin{array}{c} U(c) \geq U(d) + \varepsilon \iff c \succ d \\ U(c) = U(d) \iff c \sim d \end{array} \right\} \text{ for all } (c, d) \in B^R \\ u_i(x_i^j) - u_i(x_i^{j-1}) \geq 0, \ i = 1, ..., n, \ j = 1, ..., \omega + 1 \\ u_i(g_i^0) = 0, \ i = 1, ..., n \\ \sum_{i=1}^n u_i(g_i^{\omega+1}) = 1, \end{array} \right\} E(a, b)$$

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The UTAGMS method: Main features

The method produces two rankings in the set of alternatives A, such that for any pair of alternatives $a, b \in A$,

- In the necessary order, a is ranked at least as good as b if and only if, U(a) ≥ U(b) for all value functions compatible with the preference information.
- In the possible order, a is ranked at least as good as b if and only if, U(a) ≥ U(b) for at least one value function compatible with the preference information.

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Computing necessary and possible relations: \succeq^N, \succeq^P

•
$$d(x,y) = Min_{U \in U}U(x) - U(y)$$
 and
 $D(x,y) = Max_{U \in U}U(x) - U(y)$
where
 $U = \{$ value fct compatible with the DM's statements

$$> x \succeq^P y \Leftrightarrow D(x,y) \ge 0$$

•
$$x \succeq^N y \Leftrightarrow d(x, y) \ge 0$$

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Elaboration of the final rankings

- for the necessary preference relation being a partial preorder (supported by all compatible value functions)
 - ▶ preference: $x \succ^N y$ if $x \succeq^P y$ and *noty* $\succeq^N x$
 - indifference: $x \sim^N y$ if $x \succeq^N y$ and $y \succeq^N x$
 - incomparability: x?y if not $x \succeq^N y$ and not $y \succeq^N x$
- for the possible preference relation being complete (supported by at least one compatible value function)

•
$$x \succ^{P} y$$
 if $x \succeq^{P} y$ and not $y \succeq^{P} x$
• $x \sim^{P} y$ if $x \succeq^{P} y$ and $y \succeq^{P} x$

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Properties of relations \succeq^N , \succeq^P

•
$$d(x, y) = Min\{U(x) - U(y)\} = -Max\{-(U(x) - U(y))\} = -Max\{U(y) - U(x)\} = -D(y, x)$$

►
$$(x, y) \in B^R \Rightarrow x \succeq^N y$$
,

$$\triangleright \ x \succeq^N y \Rightarrow x \succeq^P y,$$

- ▶ \succeq^N is a partial preorder (reflexive and transitive),
- In absence of preference information: necessary ranking = weak dominance relation, possible ranking is complete,
- For complete pairwise comparisons: necessary ranking = possible ranking

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Illustrative example

20 alternatives, 5 criteria (all alternatives are efficient).

$s_1 = (14.5, 147, 4, 1014, 5.25)$	$s_{11} = (15.75, 164.375, 41.5, 311, 6.5)$
$s_2 = (13.25, 199.125, 4, 1014, 4)$	$s_{12} = (13.25, 181.75, 41.5, 311, 4)$
$s_3 = (15.75, 164.375, 16.5, 838.25, 5.25)$	$s_{13} = (12, 199.125, 41.5, 311, 2.75)$
$s_4 = (12, 181.75, 16.5, 838.25, 4)$	$s_{14} = (17, 147, 16.5, 662.5, 5.25)$
$s_5 = (12, 164.375, 54, 838.25, 4)$	$s_{15} = (15.75, 199.125, 16.5, 311, 6.5)$
$s_6 = (13.25, 199.125, 29, 662.5, 5.25)$	$s_{16} = (13.25, 164.375, 54, 311, 4)$
$s_7 = (13.25, 147, 41.5, 662.5, 5.25)$	$s_{17} = (17, 181.75, 16.5, 486.75, 5.25)$
$s_8 = (17, 216.5, 16.5, 486.75, 1.5)$	$s_{18} = (14.5, 164.375, 41.5, 838.25, 4)$
$s_9 = (17, 147, 41.5, 486.75, 5.25)$	$s_{19} = (15.75, 181.75, 41.5, 135.25, 5.25)$
$s_{10} = (15.75, 216.5, 41.5, 662.5, 1.5)$	$s_{20} = (15.75, 181.75, 41.5, 311, 2.75)$

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First information: $s_1 \succ s_2$.



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Second information: $s_4 \succ s_5$.



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Third information: $s_8 \succ s_{10}$.



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Accounting for confidence on preference statements

- ▶ Preference information = nested partial preorders $B_1^R \subset B_2^R \subset ... \subset B_p^R$ with decreasing credibility,
- From B^R_i to B^R_{i+1}, we add new constraints and reduce the set of compatible value functions U(B^R_{i+1}) ⊂ U(B^R_i),
- ► If $Min_{U \in U(B_i^R)}(u(x) u(y)) > 0$, then $Min_{U \in U(B_{i+1}^R)}(u(x) u(y)) > 0$,
- ► $\gtrsim^{N} (B_{1}^{R}), \succeq^{N} (B_{2}^{R}), ..., \succeq^{N} (B_{p}^{R})$ define a set of nested partial preorders.

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Inconsistency management

When DM's statement are not representable in the additive model

 \rightarrow inconsistency,

- DM's statements induce linear constraints on the variables (marginal values of alternatives)
- When such inconsistency occurs, we should check how to "solve" inconsistency,
- Which modification of the DM's input will lead to representable preferences ?
- Are they different ways to do so ?
- What is the minimum number of constraints to delete ?

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Inconsistency management

- solution of minimal cardinality is not necessarily the most interesting one for the DM,
- The knowledge of the various ways to solve inconsistency is useful for the DM,
- This permits to:
 - help the DM to understand the conflicting aspects of his/her statement,
 - create a context in which the DM car learn about his/her preferences,
 - make the elicitation process more flexible,

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Inconsistency resolution via constraints deletion

m constraints induced by the DM's statements

$$\begin{cases} \sum_{j=1}^{n} \alpha_{1}^{j} \mathbf{x}_{j} \geq \beta_{1} \\ \vdots \\ \sum_{j=1}^{n} \alpha_{m-1}^{j} \mathbf{x}_{j} \geq \beta_{m-1} \\ \sum_{j=1}^{n} \alpha_{m}^{j} \mathbf{x}_{j} \geq \beta_{m} \end{cases}$$
[1]

- ▶ $I = \{1, ..., m\}$; subset S ⊂ I solves [1] iff $I \setminus S \neq \emptyset$
- ▶ We search for $S_1, S_2, ..., S_p \subset I$ such that : (i) S_i resolves [1], $i \in \{1, 2, ..., p\}$; (ii) $S_i \nsubseteq S_j, i, j \in \{1, ..., p\}, i \neq j$; (iii) $|S_i| \le |S_j|, i, j \in \{1, 2, ..., p\}, i < j$; (iv) if ∃ S that resolves [1] s.t. S ⊈ S_i , $\forall i = 1, 2, ..., p$, then $|S| > |S_p|$.

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Inconsistency management

Let
$$y_i \ (\in \{0,1\}, i \in I)$$
, s.t. :
 $y_i = 1$ if constraint *i* is removed
 $= 0$ otherwise

$$\mathbf{P}_{1} \begin{cases} Min \quad \sum_{i \in I} y_{i} \\ \text{s.t.} \quad \sum_{j=1}^{n} \alpha_{ij} \mathbf{x}_{j} + M \mathbf{y}_{i} \ge \beta_{i}, \quad \forall i \in I \\ \mathbf{x}_{j} \ge \mathbf{0}, \quad j = 1, \dots, n \\ \mathbf{y}_{i} \in \{0, 1\}, \quad \forall i \in I \end{cases}$$

- S₁ = {i ∈ I : y_i^{*} = 1} corresponds to (one of the) subset(s) of constraints resolving [1] of smallest cardinality,
- We define P_2 adding to P_1 the constraint $\sum_{i \in S_1} y_i \le |S_1| - 1$

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Inconsistency management

- ▶ P_{k+1} is defined adding to P_k the constraint $\sum_{i \in S_k} y_i \le |S_k| 1$
- We compute S_1, S_2, \ldots, S_k , and stop when $|S_{k+1}| > \Omega$,

```
Begin

\begin{array}{c} k \ \leftarrow 1 \\ \text{moresol} \ \leftarrow \text{true} \\ \text{While moresol} \\ \text{Solve } PM_k \\ \text{If } (PM_k \text{ has no solution}) \text{ or } (PM_k \text{ has an optimal value } > \Omega) \\ \text{Then moresol} \ \leftarrow \text{false} \\ \text{Else} \\ - S_k \leftarrow \{i \in I: y_i^* = 1\} \\ - \text{Add constraint } \sum_{i \in S_k} y_i \leq |S_k| - 1 \text{ to } PM_k \text{ so as to define } PM_k \\ - k \ \leftarrow k+1 \\ \text{End while} \\ \text{End} \end{array}
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Inconsistency management

- Each S_i corresponds to a set of DM's preference statements (presented to the DM),
- Sets S_i represent (for the DM) "incompatible" comparisons, each one specifies a way to solve inconsistency,
- Deleting/modifying the smallest set of preference assertions might not be the best idea
- Consider the confidence statements to ranking inconsistency resolutions.

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The GRIP method: Main features

GRIP extends UTA^{GMS}: additional preference information in form of comparisons of intensities of preference between some pairs of reference alternatives.

1) Comprehensive, on all criteria, "*x* is preferred to *y* at least as much as *w* is preferred to *z*".

$$ightarrow (x,y) \succsim^* (w,z) \ \Leftrightarrow \ U(x) - U(y) \ge U(w) - U(z)$$

2) Partial, on each criterion, "x is preferred to y at least as much as w is preferred to z, on criterion g_i ∈ F".
→ (x, y) ≿_i* (w, z) ⇔ U_i(x) - U_i(y) ≥ U_i(w) - U_i(z)

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The GRIP method: Preference Information DM is expected to provide the following preference information,

• A partial pre-order \succeq on A^R ,

 $x \succeq y \Leftrightarrow x ext{ is at least as good as } y.$ $\rightarrow x \succeq (y) \Leftrightarrow U(x) \ge U(y)$

▶ A partial pre-order \succeq^* on $A^R \times A^R$,

 $(x,y) \gtrsim^* (w,z) \Leftrightarrow$

x is preferred to y at least as much as w is preferred to z

 $ightarrow (x,y) \succsim^* (w,z) \ \Leftrightarrow \ U(x) - U(y) \ge U(w) - U(z)$

A partial pre-order ≿^{*}_i on A^R × A^R, (x, y) ≿^{*}_i (w, z) ⇔ x is preferred to y at least as much as w is preferred to z on criterion g_i.

 $\rightarrow (x,y) \succeq_i^* (w,z) \Leftrightarrow U_i(x) - U_i(y) \ge U_i(w) - U_i(z)$

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The GRIP method: Output

If the set of compatible value functions is not empty, we compute:

►
$$\succeq^{N}$$
: $x \succeq^{N} y \Leftrightarrow min_{U \in U}(U(x) - U(y)) \ge 0$

►
$$\succeq^{P}$$
: $x \succeq^{P} y \Leftrightarrow max_{U \in \mathcal{U}}(U(x) - U(y)) \ge 0$

$$\succ \succeq^{*N}: (x,y) \succeq^{*N} (w,z) \Leftrightarrow \min_{U \in \mathcal{U}} ((U(x) - U(y)) - (U(w) - U(z))) \ge 0$$

$$\succ \succeq^{*P}: \\ (x,y) \succeq^{*N} (w,z) \Leftrightarrow max_{U \in \mathcal{U}}((U(x) - U(y))(U(w) - U(z))) \ge 0$$

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UTAGMS-Group Illustrative example

Ordinal regression for group ranking: UTA^{GMS}-Group

- Set of DMs: $\mathcal{D} = \{d_1, ..., d_p\}$
- Preference information provided by d_h, h = 1, ..., p: B^R(d_h) a partial preorder on a set of reference actions,

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- We consider the set of value functions for each $d_h \in \mathcal{D}^* \subseteq \mathcal{D}$ stemming from UTA-GMS,
- For each d_h ∈ D*, 4 situations are interesting for (x, y) ∈ A:
 x ≥^{N,N} (D*)y: x ≥^N y for all d_h ∈ D*,
 x ≥^{N,P} (D*)y: x ≥^N y for at least one d_h ∈ D^D*,
 x ≥^{P,N} (D*)y: x ≥^P y for all d_h ∈ D*,
 x ≥^{P,P} (D*)y: x ≥^P y for at least one d_h ∈ D*,

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Properties

- ▶ $\succeq^{N,N}(\mathcal{D}^*)$ is a partial preorder
- ► $\succeq^{N,P} (\mathcal{D}^*)$ is not necessarily transitive
- ▶ $\succeq^{P,P}(\mathcal{D}^*)$ is strongly complete

►
$$x \succeq^{N,N} (\mathcal{D}^*) y \Rightarrow x \succeq^{N,P} (\mathcal{D}^*) y$$

►
$$x \succeq^{N,P} (\mathcal{D}^*) y \Rightarrow x \succeq^{P,P} (\mathcal{D}^*) y$$

When $\mathcal{D}^* \subset \mathcal{D}^{**}$, it holds

►
$$\mathbf{x} \succeq^{N,N} (\mathcal{D}^{**}) \mathbf{y} \Rightarrow \mathbf{x} \succeq^{N,N} (\mathcal{D}^{*}) \mathbf{y}$$

► $\mathbf{x} \succeq^{N,P} (\mathcal{D}^{**}) \mathbf{y} \Rightarrow \mathbf{x} \succeq^{N,P} (\mathcal{D}^{*}) \mathbf{y}$
► $\mathbf{x} \succeq^{P,N} (\mathcal{D}^{**}) \mathbf{y} \Rightarrow \mathbf{x} \succeq^{P,N} (\mathcal{D}^{*}) \mathbf{y}$
► $\mathbf{x} \succeq^{P,P} (\mathcal{D}^{**}) \mathbf{y} \Rightarrow \mathbf{x} \succeq^{P,P} (\mathcal{D}^{*}) \mathbf{y}$

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• Given $\mathcal{D}^* \subseteq \mathcal{D}$, a value function *U* is compatible with \mathcal{D}^* if:

$$\mathcal{U}_{\mathcal{D}^*} \left\{ \begin{array}{l} U(c) > U(d) \Leftrightarrow c \succ d \\ U(c) = U(d) \Leftrightarrow c \sim d \\ u_i(g_i(a_{\tau_i(j)})) - u_i(g_i(a_{\tau_i(j-1)})) \ge 0, \ i = 1, ..., n, \ j = 2, ..., m \\ u_i(g_i(a_{\tau_i(1)})) \ge 0, u_i(g_i(a_{\tau_i(m)})) \le u_i(\beta_i), \ i = 1, ..., n, \\ u_i(\alpha_i) = 0, \ i = 1, ..., n \\ \sum_{i=1}^n u_i(\beta_i) = 1, \end{array} \right.$$

where τ_i is the permutation that reorders alternatives according to their increasing evaluation on g_i .

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- If U_{D*} ≠ Ø, one obtains two rankings such that for any pair of actions (x, y) ∈ A:
 - x ≿^N (D*)y: x is ranked at least as good as y iff U^{D*}(x) ≥ U^{D*}(y) for all U compatible with the preference information (≿^N being a partial preorder)
 - x ≿^P (D*)y: x is ranked at least as good as y iff U^{D*}(x) ≥ U^{D*}(y) for at least one U compatible with the preference information (≿^P being a strongly complete and negatively transitive binary relation)
- ► However, the set U_{D*} of compatible value function can be empty...

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Suppose $\mathcal{U}_{\mathcal{D}^*} = \emptyset$

- U_{D*} = intersection of sets of compatible value functions for all d_h ∈ D* (each one being non-empty).
- Pairwise comparisons of two (or more) DMs are conflicting.
- Identifying which are these conflicting comparisons amounts at solving inconsistency
- This leads to know which comparison to remove to obtain a consistent collective model.
- Performing these computations ∀D^{*} ⊆ D allows to identify coalitions of convergent DMs.

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UTA^{GMS}- Group: Illustrative example

• Group ranking with 3 DMs d_1 , d_2 and d_3 ,

	g ₁ (a _i)	g ₂ (a _i)	g ₃ (a _i)	g ₄ (a _i)	g ₅ (a _i)
a ₁	2	0	0	5	3
a ₂	1	3	0	5	2
a ₃	3	1	1	4	3
a_4	0	2	1	4	2
a ₅	1	1	4	3	2
a ₆	3	3	2	3	3
a ₇	0	0	3	3	3
a ₈	4	4	1	2	0
ag	3	0	3	2	3
a ₁₀	3	4	3	3	0
a ₁₁	3	1	3	1	4
a ₁₂	3	2	3	1	2
a ₁₃	3	3	3	1	1
a ₁₄	1	0	1	3	3
a ₁₅	1	3	1	1	4
a ₁₆	4	1	4	1	2
a ₁₇	1	2	1	2	3
a ₁₈	3	1	3	4	2
a ₁₉	3	2	3	0	3
200	3	2	3	1	1

empty dominance relation.

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UTA^{GMS}- Group: Illustrative example

Statements of DMs:

- $d_1: a_1 \succ a_2, a_6 \succ a_7 \text{ and } a_{17} \succ a_{20}$
- d_2 : $a_9 \succ a_{13}$, $a_4 \succ a_5$ and $a_{14} \succ a_7$
- d_3 : $a_4 \succ a_3$, $a_{15} \succ a_{11}$ and $a_8 \succ a_{10}$
- $\mathcal{U}_{\{d_1,d_3\}} = \mathcal{U}_{\{d_1,d_2,d_3\}} = \emptyset$, i.e., d_1 and d_3 statements contradict:
 - d_1 : $a_1 \succ a_2 \Rightarrow a_3 \succ a_4$
 - d_3 : $a_4 \succ a_3 \Rightarrow a_2 \succ a_1$
- ▶ If $(d_1 \text{ removes } a_1 \succ a_2)$ or $(d_3 \text{ removes } a_4 \succ a_3)$ then $\mathcal{U}_{\{d_1, d_2, d_3\}} \neq \emptyset$.

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Although $\mathcal{U}_{\{d1,d2,d3\}} = \emptyset$, the following relations are not empty:

- ► $\succeq^{N,N} (\{d_1, d_2, d_3\}) = \{(a_6, a_7)\}, a_6 \succeq^N a_7 \text{ for all } d_h$
- ► $\gtrsim^{N,N} (\{d_1, d_2\}) = \{(a_6, a_7), (a_9, a_{13})\},\$
- ► $≿^{N,N}(\{d_1, d_3\}) = \{(a_6, a_7), (a_{17}, a_{20})\},\$
- ► $∑^{N,N} (\{ d_2, d_3 \}) = \{ (a_6, a_7), (a_{11}, a_{15}) \},$
- ► $x \succeq^{N,P} (\{d_1, d_2, d_3\})(d1, d2, d3)y$: $x \succeq^N y$ for at least one d_h
- ► $x \succeq^{P,N} (\{d_1, d_2, d_3\})(d1, d2, d3)y$: $x \succeq^{P} y$ for all d_h
- ► $x \succeq^{P,P} (\{d_1, d_2, d_3\})(d1, d2, d3)y$: $x \succeq^{P} y$ for at least one d_h

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UTA^{GMS}- Group: Illustrative example

If d₃ removes a₄ ≻ a₃ then U_{d1,d2,d3} ≠ Ø leading to the collective necessary ranking:



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Software demonstration

Software demonstration: Visual-UTA 2.0

- AGRITEC is a medium size firm (350 persons approx.) producing some tools for agriculture,
- The C.E.O., M^r Becault, intends to double the production and multiply exports by 4 within 5 years.
- ► He wants to hire a new international sales manager.
- A recruitment agency has interviewed 17 potential candidates which have been evaluated on 3 criteria (sales management experience, international experience, human qualities) evaluated on a [0,100] scale.

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Software demonstration

	Crit 1	Crit 2	Crit 3
Alexievich	4	16	63
Bassama	28	18	28
Calvet	26	40	44
Dubois	2	2	68
El Mrabat	18	17	14
Ferret	35	62	25
Fleichman	7	55	12
Fourny	25	30	12
Frechet	9	62	88
Martin	0	24	73
Petron	6	15	100
Psorgos	16	9	0
Smith	26	17	17
Varlot	62	43	0
Yu	1	32	64

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Software demonstration

it0 without preference information,

- it1 Ferret ~ Frechet > Fourny > Fleichman,
- it2 Ferret ~ Frechet > Martin > Fourny ~ El Mrabat > Fleichman, \rightarrow inconsistency: Ferret ~ Frechet vs Fourny ~ El Mrabat
- it3 Ferret ~ Frechet > Martin > Fourny > Fleichman,

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Conclusion

- UTA-GMS/GRIP:
 - General additive value function,
 - Intuitive information required from the DM,
 - Robust elicitation of a ranking model,
 - Necessary and Possible rankings,
 - Inconsistency management.

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Conclusion

Insufficient attention is devoted in MCDA to develop elicitation tools an methodologies which should contribute to the definition of a doctrine for MCDA practitioners.

More research is needed to :

- develop methodologies/tools to organize the interaction with DMs in a given MCAP,
- test the operational validity of the developed tools.

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